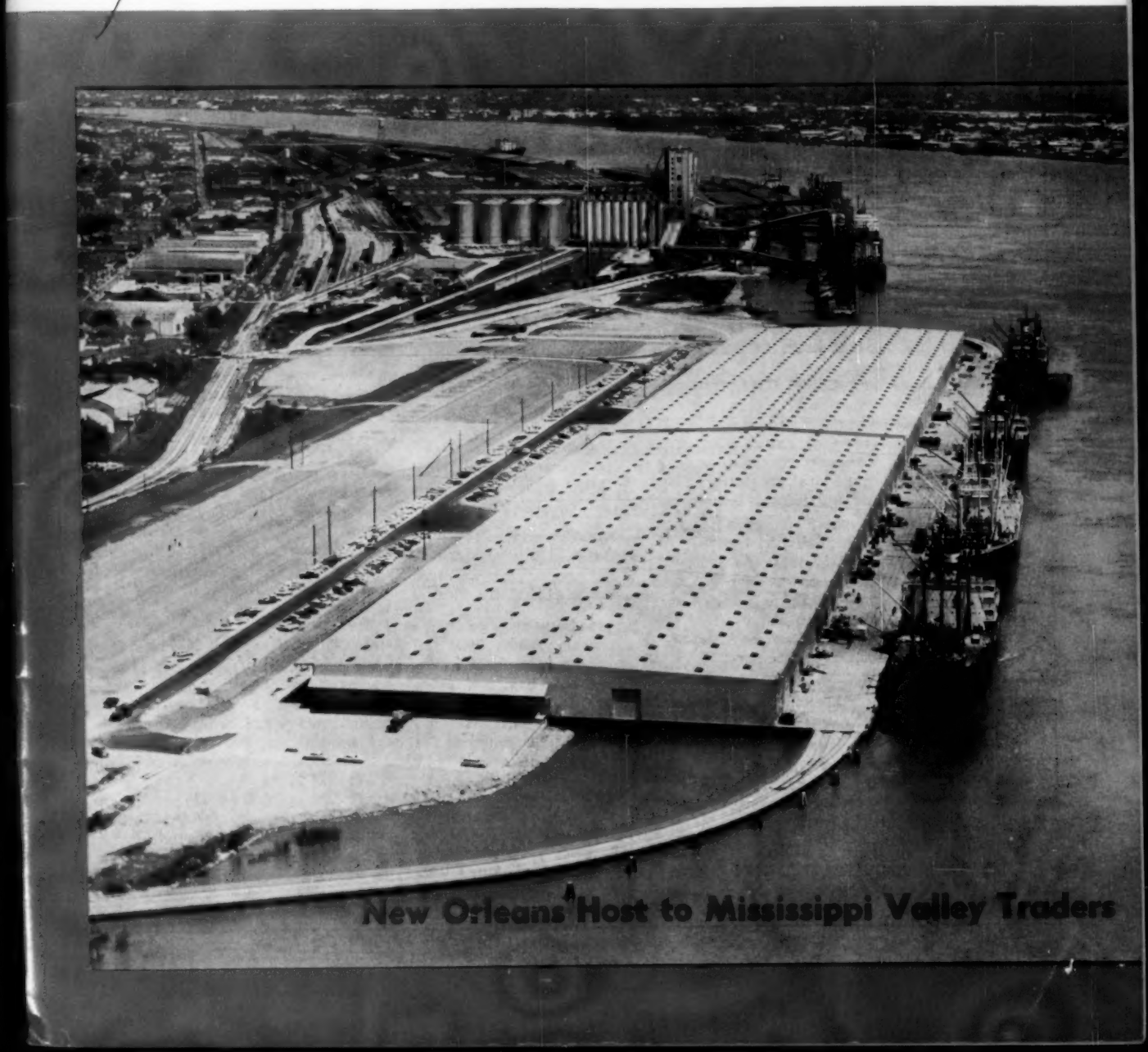
A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

PERIODICAL READING ROOM

April 29, 1963



New Orleans Host to Mississippi Valley Traders

Business Bulletins *from around the world*

ARGENTINA—January - February foreign trade resulted in favorable balance of $82.8 million, with exports at $173.8 million and imports at $91 million. This 2-month period represents seasonal grain-export peak.

BELGIUM—1962 wage contract signed for metal fabrication industry—after intervention by Prime Minister—providing straight 3% wage increase along with another 2% to compensate for cost-of-living rise. Employers to contribute ½% of payrolls to new "social fund" beginning Jan. 1, 1964. Contract may foreshadow cost-of-living increases in other industries with escalator clauses.

February crude-steel production fell 20,000 tons below February 1962 figure. Drop attributed to coal-supply difficulties during cold wave.

Electricity prices for low-tension service cut on April 1 from 3½ francs (7¢) to 3¼ francs (6½¢) per kilowatt hour. Price for high-tension portion of high-low tension contracts for industrial consumers of 150 to 1,000 kilowatt hours to be reduced 10%. Rates for consumption of high-tension power exceeding 1,000 kilowatt hours to be negotiated downward.

Daniel Construction Co. of Greenville, South Carolina, establishes Brussels office to administer European operations in construction of complete industrial plants. Company has joint working arrangement with Belgian construction firm, Armand Blaton.

La Societe Belge pour l'Industrie Nuclearie (Belgo - Nucleaire) joins British firm in forming Societe Anglo-Belge Vulcain to work on nuclear naval-propulsion project. Belgo-Nucleaire engaged by French Atomic Energy Commission as architect and builder of two reactors at nuclear-studies center, Cadarache, Provence.

BRAZIL—State of Sao Paulo, accounting for about one-third of country's national income, launches Brazilian Alliance for Progress, program aimed at improving socio-economic conditions. Study group submitted report to Governor and Planning Committee was established in April.

EQUATORIAL CUSTOMS UNION (UDE)—UDE States (Cameroon, Central African Republic, Congo—Brazzaville, Chad, and Gabon) rule that products imported into European Economic Community which have paid EEC import duties without undergoing transformation will, if imported into UDE States, not be considered product of originating country.

FRANCE—Milk production in 1962 was 23.5 million metric tons, up 500,000 from 1961, and butter production reached 232,000 metric tons, up 9,500.

Air France buys 20% share in Middle East Airlines (MEA). MEA's fleet to be increased by 2 Caravelle medium-range jet transports. Another development is air-transport agreement between France and Algeria.

ITALY—$9 million contract awarded to Fluor Corporation of Los Angeles for designing high-pressure polyethylene plant near Cagliari, Sardinia. Plant is scheduled to be completed by summer 1964 and constitute part of major petrochemical complex.

IVORY COAST—Fish-freezing plant to be built by Societe de Construction et d'Exploitation des Installation Frigorifiques du Port d'Abidjan, capitalized at $408,000. Company to organize means of transporting frozen fish into interior of country and abroad. Canneries, including American firm, to use these facilities.

Coffee and cocoa crops in 1962-63 total 178,000 and 91,000 metric tons—above earlier estimates.

LIBERIA—American Board of World Missions to build $1.6 million 60-bed hospital at Suakoko. Government to contribute land and $75,000.

PHILIPPINES—Forty-member Italian Trade Mission, composed primarily of businessmen, seeks expanded machinery, appliances, chemicals, and textile sales in growing Philippine market. Mission representative of increased third-country sales promotional efforts in Philippines as preferential tariff position of U.S. suppliers declines.

SOUTH AFRICA—Manufacturing industries have increased production by nearly 30% since 1956-57. Nine major industries had combined net-value output of $578 million in 1956-57, rising to almost $761.6 million in 1962. Textiles increased production 77.7%; paper industry, 55%; petroleum and coal about 50%. Tobacco industry decreased 8.6%.

Diamond sales for first-quarter 1963 through Central Selling Organization were $76,860,000, new record. Sales were up 16% over 1962, 29% over 1961, and 35% over 1960.

Gold mining companies' working profits for first quarter also were at record high, $108.8 million, $12.6 million over same period of 1962.

SWITZERLAND—Research center at Goregaon, near Bombay, opened by Ciba Ltd., Basel, Switzerland, chemical works via Indian subsidiary establishment, Ciba of India Ltd., Bombay. Center at first to conduct basic research on dyestuffs and pharmaceuticals, including chemical and biological investigations of Indian medicinal plants and elaboration of new synthetic drugs. Special emphasis to be given to India's tropical diseases.

Swiss Petroleum Company (SEAG) to undertake in 1963-64 three deep exploratory borings: near Pfaffnau in Canton of Lucerne; on Seerucken in Thurgau; and in unspecified place in middle of Canton of Zurich.

American Machine & Foundry Co. opens second subsidiary in Geneva, to direct AMF's overseas tobacco machinery, research, engineering, manufacturing and service facilities.

Minnesota Mining & Manufacturing Co. of St. Paul, heretofore represented by Swiss company CELLPACK, establishes own subsidiary in Switzerland under name of Minnesota Mining Products AG.

VENEZUELA—Import licenses for fertilized eggs reduced, forcing importers to buy more locally. Local production currently supplies around 20% of market. Protinal builds large modern installation. Around July, local market should supply some 50% of needs and 100% within 2 years. Protinal to have 50,000 hens in production—providing capacity for 75-100,000 hens. Purina, country's second largest feed mill, is in chick business and also slaughters boilers and hens for the retail market.

DEPOSITED BY THE
UNITED STATES OF AMERICA

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Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestions, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on May 24, 1961.

the cover

Businessmen and trade experts the world over will meet in New Orleans this week for the 18th Mississippi Valley World Trade Conference. While there they may get a good look at the new $12.5 million Nashville Avenue Wharf dedicated a year ago by President Kennedy. The Port of New Orleans public grain elevator is shown in the background. Story about the Conference starts on page 5.

International Commerce

formerly FOREIGN COMMERCE WEEKLY

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QUARTERLY WORLD M

(Imports of the 40 world markets shown below country imports; U.S.-supplied imports amounted

(Values in millions of dollars)

Country	1961 Imports			1962 Imports January through latest month				Import change in latest 12 months compared with preceding 12 months		Official gold and foreign exchange reserves at end of fourth quarter	
	From world	From U.S.	U.S. share %	Latest month	From world	From U.S.	U.S. share %	From world %	From U.S. %	1962	1961
United Kingdom	12,306	1,357	11.0	Dec.	12,578	1,336	10.6	+ 2	— 2	2,810	3,324
Germany, Fed. Rep.	11,032	1,516	13.7	Dec.	12,391	1,758	14.2	+12	+16	6,447	6,542
France	6,684	737	11.0	Dec.	7,523	775	10.3	+13	+ 5	3,610	2,939
Canada	6,195	4,151	67.0	Dec.	6,367	4,377	68.7	+ 3	+ 6	2,547	2,064
Japan	5,811	2,097	36.1	Dec.	5.635	1,809	32.1	— 3	—14	1,842	1,486
Italy	5,222	863	16.5	Dec.	6,056	881	14.5	+16	+ 2	3,441	3,419
Netherlands	5,112	568	11.1	Dec.	5,347	607	11.4	+ 5	+ 7	1,743	1,715
Belgium-Luxembourg	4,219	375	8.9	Dec.	4,528	448	9.9	+ 7	+20	1,622	1,657
Sweden	2,921	332	11.4	Dec.	3,114	316	10.2	+ 7	— 5	753	673
Switzerland	2,710	279	10.3	Dec.	3,022	296	9.8	+12	+ 6	2,872	2,759
Australia	2,399	479	20.0	Dec.	2,591	474	18.3	+ 8	— 1	1,313	1,348
India	2,264	580	25.6	Dec.	2,230	623	27.9	— 2	+ 7	512	665
Denmark	1,867	150	8.0	Dec.	2,123	177	8.4	+14	+18	225	252
Norway	1,616	112	6.9	Dec.	1,654	118	7.2	+ 2	+ 6	277	278
South Africa, Rep.	1,549	272	17.6	Nov.	1,454	241	16.5	— 1	— 7	608	394
Austria	1,485	88	5.9	Dec.	1,552	87	5.6	+ 4	— 2	1,055	826
Argentina	1,460	383	26.2	Dec.	1,362	395	29.0	— 7	+ 3	162	461
Brazil	1,460	515	35.2	Dec.	1,475	457	31.0	+ 1	—11	467	563
Venezuela	1,197	646	54.0	Apr.	396	209	53.0	+ 9	+37	545	543
Finland	1,153	72	6.3	Dec.	1,228	74	6.0	+ 6	+ 2	321	344
Mexico	1,139	798	70.1	Dec.	1,143	783	68.5	+(1)	— 2	352	411
Spain	1,093	275	25.2	Dec.	1,570	311	19.8	+44	+13	1,029	869

MARKET REPORT

totaled $99 billion in 1962, or 86% of all foreign
to $20 billion or 87% of all imports from the U.S.*)

(Values in millions of dollars)

Country	1961 Imports			1962 Imports January through latest month				Import change in latest 12 months compared with preceding 12 months		Official gold and foreign exchange reserves at end of fourth quarter	
	From world	From U.S.	U.S. share %	Latest month	From world	From U.S.	U.S. share %	From world %	From U.S. %	1962	1961
Hong Kong	1,045	128	12.2	Dec.	1,165	139	11.9	+12	+ 9	(2)	(2)
Algeria	1,025	37	3.6	Mar.	228	12	5.1	—16	+74	(2)	(2)
Yugoslavia	910	181	19.9	Dec.	887	183	20.6	— 2	+ 1	110	92
New Zealand	902	85	9.4	Dec.	763	67	8.9	—14	—20	140	106
Indonesia	794	136	17.2	Aug.	441	(2)	(2)	—17	(2)	(3)115	139
Philippines	734	368	50.2	Nov.	638	277	43.5	— 2	— 8	(4) 75	44
Malaya, Fed.	728	37	5.0	Dec.	801	47	5.9	+10	+28	850	834
Greece	714	81	11.3	Nov.	626	65	10.3	— 7	—16	266	250
U.A.R. (Egypt)	700	134	19.1	Apr.	244	79	32.3	+17	+39	217	221
Pakistan	642	159	24.7	Dec.	738	280	38.0	+15	+77	378	376
Nigeria	622	33	5.4	Oct.	458	37	8.0	— 8	+60	(2)	(2)
Iran	686	110	16.0	Mar.	145	25	17.5	—10	—20	206	208
Chile	591	238	40.3	Dec.	518	200	38.6	—12	—16	79	74
Israel	586	173	29.5	Dec.	612	201	32.9	+ 4	+16	419	276
Colombia	544	281	51.6	Dec.	537	278	43.6	—.1	— 1	(4)122	149
Turkey	509	140	27.5	Dec.	622	181	29.1	+22	+29	234	237
Thailand	487	70	14.4	Dec.	541	91	16.9	+11	+30	(3)506	443
Peru	469	207	44.1	Dec.	538	213	39.6	+14	+ 3	108	102

Note: In order to present comparable statistics for all countries, import data have been adjusted from f.o.b. to c.i.f. for the following: Australia, Canada, New Zealand, Philippines, Republic of South Africa, and Venezuela.

(1) Less than 0.5 percent. (2) Not available. (3) End of second quarter 1962. (4) End of third quarter 1962.

(*) Percentage share calculated from U.S. export data, excluding special category exports.

Source: Official trade statistics of listed countries. International Monetary Fund, *International Financial Statistics.*

World market report

Imports into leading U.S. foreign markets gain in 1962

An increased import demand for U.S. products in many leading foreign markets of the United States last year is evidenced by the latest worldwide marketing information presented in this quarterly feature of INTERNATIONAL COMMERCE. Data shown in the preceding table also point to strengthened foreign exchange holdings for many countries. These figures have been assembled to alert the foreign trader to recent changes that have taken place in the world imports and to help him in assessment of the near-term outlook for sales of U.S. products abroad.

Details on imports and foreign exchange holdings of 40 leading world markets permit the reader readily to compare absolute and/or relative changes from 1961 to 1962 in value of imports from the world and from the United States, in share of U.S. products in total imports, and in gold and foreign exchange holdings.

World demand still rises

Free-world demand for foreign products has risen markedly in recent years; in 1962, it was fully one-fourth larger than in 1958, reaching a record estimated value of $132 billion. Imports into the 40 countries shown in the table, valued at $99 billion, accounted for 86% of the purchases of all free-world foreign countries last year.

Imports into the major industrial countries of the world, with the exception of Japan, gained in 1962. Increases of more than 10% in value over the previous year's purchases were registered for Italy, France, Germany, Switzerland, and Denmark. There was also a considerable expansion of imports into many of the developing countries. Spanish imports showed by far the greatest advance; a 44% gain, compared to the previous year, followed adoption of a liberalized import policy. Large new credits supplied by Western Germany and France contributed to a 22% increase in total Turkish imports. A number of other developing countries — Pakistan, Peru, Hong Kong, Thailand, and Malaya—boosted the value of their imports from the world by 10 to 15%. Import reductions of slightly more than 10% were experienced by Chile, New Zealand, and Indonesia.

Many foreign countries, both those with highly industrialized and those with less developed economies, increased their imports from the United States in 1962. Principal gains were a 77% jump in Pakistani imports, a 60% spurt in Nigerian imports, and a 44% rise in imports into the United Arab Republic (Egypt). UAR information was derived from annual U.S. export statistics.

Significant gains in imports from the United States of about 30% were also registered by Thailand, Turkey, and Malaya. Development goods, such as capital equipment and iron and steel, formed a major part of the expanded imports to Pakistan, Nigeria, Malaya, and, at least in part, Turkey. Some of these transactions were aid-financed or made possible by special U.S. credit accommodations. Aid-financed grain deliveries boosted Turkish and Egyptian imports from the United States.

Imports of U.S. products into European OECD (Organization for Economic Cooperation and Development) countries were generally higher, paced by increases ranging from one-seventh to one-fifth for Spain, the Federal Republic of Germany, Denmark, and Belgium-Luxembourg. In the three latter countries, the U.S. share of the market rose, as increases in imports from the United States surpassed increases in imports from the world. In the important Canadian market, a relatively modest rise in the value of imports from the United States occurred.

Comparatively few countries curtailed their imports from the United States significantly last year. Among our major customers, a 14% reduction in Japanese imports was noteworthy. U.S. shares of the total Greek, Brazilian, Chilean, and New Zealand markets fell markedly.

Reserve positions strong

Gold and foreign exchange holdings of a vast majority of the 40 countries included in the table, as of last December 31, were either improved or well maintained as compared to the previous year. The strongest relative gains—exceeding 50%—were registered by the Republic of South Africa and Israel. An increase in production of new gold by more than 20% greatly strengthened South Africa's reserve position. Several favorable trade and other balance-of-payments developments following currency devaluation in the early part of 1962 helped boost Israel's gold and foreign exchange reserves.

The reserves of three major trading countries—Japan, Canada, and France—grew by as much as one-fourth from the end of 1961 to the end of 1962. Only for Japan was this gain linked to an improved merchandise trade balance. The value of Japanese exports in 1962 advanced by 16% while that of imports declined by 3%, thus cutting the trade deficit by more than half.

While the Canadian trade balance changed little, the strong recovery in reserves that followed devaluation of that country's currency in May continued through the end of the year.

An increase in French reserves occurred despite a deterioration in the country's merchandise trade balance and substantial advance debt repayments. French exports expanded little last year while imports rose by 13%, resulting in a trade deficit for the first time since 1958. Earnings from invisible transactions, notably tourist trade and transportation, and a sizable inflow of foreign capital more than offset the trade imbalance.

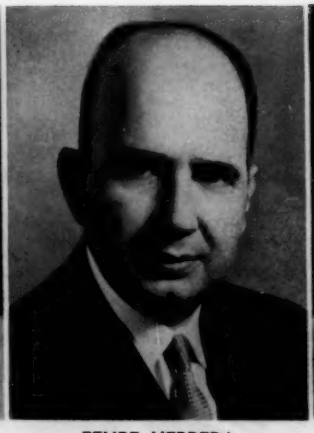
Spanish and Austrian gold and foreign exchange holdings also rose, benefiting from earnings in sectors of the balance of payments other than trade.

In only four countries were foreign exchange reserves at the end of 1962 significantly lower than at the end of the preceding year. The level of United Kingdom reserves was reduced during the year because of repayments to the International Monetary Fund; nevertheless the British balance of payments position remained basically strong. Continued unsettled political conditions in Argentina forestalled a return of confidence in the peso; at the end of 1962 gold and foreign exchange holdings were two-thirds lower than at the end of 1961.

There was a significant 17% reserve loss in Brazil, caused principally by a decline in the value of exports. Earnings from coffee exports, already reduced in recent years, were cut further in 1962. The decline in India's foreign exchange reserves was arrested in the second half of the year; nevertheless, holdings at the end of 1962 were nearly one-fourth below those at the end of 1961.

DR. ROBERTO CAMPOS

BRECK P. MCALLISTER

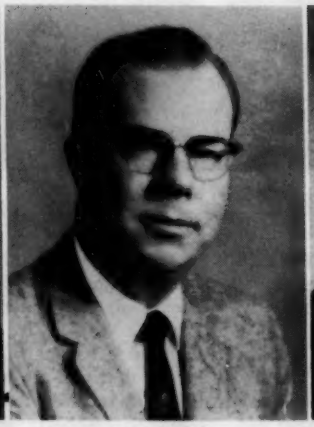


FELIPE HERRERA

WILLIAM BLACKIE

DR. JACK N. BEHRMAN

REP. HALE BOGGS



EARL N. WALKER, JR.

PHILIP A. WEBB

Mississippi Valley traders meet in New Orleans to study changing world markets

18th meeting of group to hear internationally known speakers; panel discussions planned; world port authorities to join in meetings; plan local tours

Thoroughly exploring the theme "Changing World Markets—A Challenge to U.S.", ten internationally known speakers will appear at the annual Mississippi Valley World Trade Conference May 1-3 at the Roosevelt Hotel in New Orleans.

This year's conference, the 18th consecutive one to be held in the Crescent City, will feature such world trade personalities as William Blackie, president, Caterpillar Tractor Co., Peoria, Ill.; Dr. Felipe Herrera, president, Inter-American Development Bank; Dr. Jack N. Behrman, Assistant Secretary of Commerce; Dr. Roberto de Olivera Campos, Ambassador of Brazil; Hon. Hale Boggs, Congressman from Louisiana and author of the Trade Expansion Act; and Breck B. McAllister, chairman, American Committee for Flags of Necessity.

Port officials meet

In addition to its own program, the conference is being offered a "bonus" in that several joint meetings have been arranged with delegates of the International Association of Ports and Harbors meeting concurrently in New Orleans for its third world conference. Port Captains and Port Directors of more than 125 U.S. and Foreign Ports will be present for the IAPH meeting.

Among the IAPH speakers are Charles M. Meriwether, director, Export-Import Bank; and Ir. F. Posthuma, managing director, Port of Rotterdam. Others include Maj. Gen. R. G. MacDonnell; Rear Adm. Gordon McLintock, J. L. Stanton, John Groh and Lt. Gen. Huang Jen-Ling, president of the association and IAPH

NIGHT VIEW: The heart of New Orleans, with docks and ocean-going vessel in the foreground. View is from the new Mississippi River Bridge in the center of the city that will be host to world traders.

conference chairman. W. J. Amoss director of the Port of New Orleans, will be chairman of the IAPH group.

Comprehensive program

Among the subjects to be covered at the Mississippi Valley World Trade Conference are the Trade Expansion Act, problems in international transportation (Flag of Necessity Ships), International Commercial Arbitration, the Current U.S. Economic Situation, Finance and Investments Abroad, the Outlook for Latin America, and World Market Trends.

MVWTC Panel members, equally prominent in the field of world trade include O. A. Jackson, vice-president banking division, Continental Illinois Bank & Trust Co.; Helmut O. Wolff, American Arbitration Association; Charles B. Warden, chief of Investments Guarantees Division, AID State Department; Harvey Williams, president, The Company for Investing Abroad; Philip J. Loree, executive secretary, American Committee for Flags of Necessity; and Samuel Lang, attorney, Professor of Law at Tulane University.

As businessmen and world trade experts, the panelists and speakers are expected to bring a fresh note of authority and a practical insight into the every-day situations and problems faced by those engaged in global commerce.

Moderators, chairmen and toastmasters of the sessions include such New Orleans business and civic leaders as Philip A. Webb, Jr., president, MVWTCouncil; Earl N. Walker, Jr., MVWTConference General Chairman; Capt. William M. Ayers, first vice-president and Alonzo G. Ensenat, second vice-president, MVWT-Council; Robert Elsasser, Economic Analyst; Dr. Paul A. Fabry, managing director, International House; and Clay Shaw, managing director, International Trade Mart.

Panel discussions

Featuring a businessman-to-businessman approach, the conference will be divided into a series of panel discussions and luncheon speeches. The panel discussions are designed this year for maximum audience participation and this will be encouraged by chairmen and moderators so that delegates may get the answers to as many specific questions as they care to ask the panelists and speakers.

C. C. Aycock, lieutenant governor of Louisiana, will open the conference with a welcome address at the Thursday morning session at the Roosevelt Hotel, and he will be followed by Dr. Behrman who will speak on "New Factors in World Trade—a Current Outlook".

Mr. Blackie, who is the first conference banquet speaker to simultaneously receive the Annual Mississippi Valley World Trade Conference Award, will speak on "American Business in a World Context".

Dr. Herrera, who has been named recipient of the International House Theodore Brent Award for this year, will discuss "Latin America's Expanding World Trade", and Congressman Boggs, U.S. House Majority Whip, will discuss "The Effect of the Trade Expansion Act".

Thursday's reception at the Royal Orleans Hotel, jointly sponsored by a number of New Orleans Steamship companies and the Board of Commissioners of the Port of New Orleans, will provide delegates from both groups an occasion to meet individually and informally, and is expected to be one of the highlights of the joint meetings.

To tour Port

Friday morning's tour of the Port of New Orleans will be made by delegates of both groups abroad the Steamer President. A continental breakfast will be served aboard.

Among the IAPH panelists scheduled to speak are Adm. Robert H. Meade, John F. Meissner, James P. Ewin, Jr., R. N. Campbell, Jr., J. L. Stanton, Lyle King, R. T. Spangler, Col. W. H. Lewis, Rae F. Watts, Louis C. Purdey, Amos Landman, Henry Rauber, Ray J. Mitchel and Algie Wells.

The Conference, termed "an annual tradition for world traders" is sponsored by: The Export Managers Club of New Orleans, The Board of Commissioners of the Port of New Orleans, The Chamber of Commerce of the New Orleans Area, International House, International Trade Mart, The New Orleans Board of Trade Ltd., The New Orleans Clearing House Association, The New Orleans Cotton Exchange, The Propeller Club of New Orleans, The Traffic Club of New Orleans, and has the cooperation of the U.S. Department of Commerce through its Field Office in New Orleans.

Committee Chairmen for this year's Conference include Earl N. Walker, Jr., general Chairman; Dr. Paul A. Fabry, program chairman; E. A. Schofield, invitations chairman; Marcel J. Damiens, arrangements chairman; Joseph Korson, registrations chairman; Mrs. Gilbert M. Mellin, ladies committee chairman; C. O. Dupuy, Jr., press relations chairman, C. C. Walther, reception chairman, Capt. J. W. Clark, chairman Annual MVWT Conference Award Committee; W. T. Walshe, coordinating committee chairman; Alonzo G. Ensenat, protocol chairman, and Jacques Toledano, students committee chairman.

Dates for exporters

Every day of the year, somewhere in the world the Department of Commerce is showing U.S. products to overseas buyers, as part of the Department's export expansion drive. The calendar of events that follows lists Trade Fairs, Trade Center Exhibitions and Trade Mission activities for the balance of this year.

U.S. Trade Centers, located in London, Bangkok, Frankfurt, and Tokyo, are limited to specific product lines and are usually closed trade shows, attracting overseas buyers, agents, wholesalers and retailers.

Commercial Trade Fairs are sponsored in areas that offer a good market for U.S. goods, and are surveyed prior to the planning of the fair, to insure that product categories displayed have a good sales potential.

Inter-Agency Trade fairs are often held in developing or Soviet bloc countries, and all exhibits must conform strictly to the theme of the U.S. exhibition.

U.S. Trade Missions, consisting of a few businessmen and 1 or 2 government officials, visit overseas businessmen and associations, establishing person-to-person contacts for U.S. business. Any U.S. firm may submit business proposals which the Mission will circulate in the area they visit and attempt to establish a direct contact with an interested overseas business firm. Mission reports are published in detail in International Commerce, as are reports on Trade Fairs and Trade Center shows.

Inquiries about any of the activities may be addressed to the Department Field Office in your area, or directly to the Department of Commerce, attention, Trade Centers, Trade Fairs, on Trade Mission Division, Bureau of International Commerce. Department of Commerce, Washington 25, D.C.

May 6 (ending date)—TOKYO—Tokyo International Trade Fair (Inter-Agency)

May 10 (ending date)—FRANKFURT Trade Center—Boating and Accessories Show

May 17 (ending date)—NETHERLANDS—Trade Mission

May 4 - 19—CONAKRY—U.S. National Exhibition (Inter-Agency)*

May 4 - June 7—SWEDEN—Trade Mission

May 8 - June 9—FRANCE—Trade Mission

May 9 - 26—PHNOM PENH—U.S. National Exhibition (Inter-Agency)*

May 14 - 24—BANGKOK Trade Center—Pharmaceutical show (locally produced)

May 18 - June 23—NORWAY-DENMARK—Trade Mission

May 20 - June 15—TOKYO Trade Center—Agriculture Show (USDA)

May 21 - 31—LONDON Trade Center—Automotive Service and Maintenance Equipment *

June 1 - 20—BARCELONA—International Samples Fair (Commercial)*

June 1 - July 2—BELGIUM—Trade Mission

June 4 - 14—FRANKFURT Trade Center—Electronics Show (locally produced)

June 9 - 23—POZNAN—International Fair (Inter-Agency)*

June 17 - July 26—BANGKOK Trade Center—Business Machines and Office Equipment Show *

June 18 - 28—LONDON Trade Center—Apparel Textiles Show*

June 28 - July 21—LIMASSOL Cyprus International Fair (Inter-Agency)*

July 9 - 26—TOKYO Trade Center—Automotive Service and Maintenance Equipment Show *

July 19 - Aug. 18—RIO DE JANEIRO—U.S. National Exhibition (Inter-Agency)

July 26 - Aug. 10—SYDNEY International Fair (Commercial)

Aug. 19 - Sept. 20—TOKYO Trade Center—Agricultural Show (USDA)

Aug. 20 - Sept. 20—IZMIR—International Trade Fair (Inter-Agency)

Aug. 28 - Sept. 8—STOCKHOLM—St. Erik's Fair (Commercial)

Aug. 28 - Sept. 13—FRANKFURT Trade Center—Nonelectric Housewares

Aug. 31 - Sept. 22—TAMATAVE—U.S. National Exhibition (Inter-Agency)

Sept. 1 - 22—SALONIKA—International Trade Fair (Inter-Agency)

Sept. 7 - 22—ZAGREB—International Trade Fair (Inter-Agency)

Sept. 8 - 22—BRNO—International Trade Fair (Inter-Agency)

Sept. 10 - 23—BARI—International Levante Fair (Commercial)

Sept. 10 - Oct. 10—BANGKOK Trade Center—Boat and Water Equipment (locally produced)

Sept. 24 - Oct. 4—LONDON Trade Center—Sporting Equipment

Sept. 27 - Oct. 3—STOCKHOLM—Technical Fair (Commercial)

Sept. 28 - Oct. 12—MOGADISCIO U.S. National Exhibition (Inter-Agency)

October—LONDON Trade Center-Agriculture Show (USDA)

Oct. 1-18—TOKYO Trade Center—Photography in Science, Industry, and Education

Oct. 12 - 27—BERLIN—German Industries Exhibition (Inter-Agency)

Oct. 16 - Nov. 1—FRANKFURT Trade Center—Sporting Equipment (Tentative)

Oct. 18 - Nov. 3—TUNIS—International Trade Fair (Inter-Agency)

Oct. 26 - Nov. 10—LIMA—Pacific International Fair (Inter-Agency)

Nov. 3 - 7—DUESSELDORF—Ladies Outer Garment Sales & Fashion Week (Commercial)

Nov. 15 - Dec. 15—BANGKOK Trade Center—Portable Power Tools for Light Industry

Nov. 19 - Dec. 6—TOKYO Trade Center—Advanced Medical Equipment Show (Tentative)

Nov. 26 - Dec. 13—FRANKFURT Trade Center—Commercial Laundry and Dry Cleaning Equipment (Tentative)

December—MONROVIA—U.S. National Exhibition (Inter-Agency)

December—LONDON Trade Center—Electronic Components (Tentative)

*** fully booked**

Ryukyus offer opportunity for trade and investment

U.S. dollar is official medium of exchange; many items now imported from outside the United States

By ROY L. MORGAN
Director, Office of Field Service

There are many trade opportunities overseas as yet unrealized for American businessmen. An example is the Ryukyu Islands.

In Fiscal Year 1961 the Ryukyus imported $142.7 million in products. The total for Fiscal Year 1962 was $161 million. For the past several years United States exports to the area (which has a population of approximately one million) have remained at an annual level of about $19 million. Accordingly, while the total of Ryukyuan imports has been rising steadily, United States exports to the Ryukyus have been constant in amount and decreasing in relative value.

There are many categories of goods now being imported in sufficient quantities to warrant greater attention by U.S. exporters. The Ryukyuan economy is dollar-based and payment can be received by sellers in dollars without restriction. This is an advantage which should be taken into account when considering the potential of this area as a market for U.S. goods or capital investment.

The accompanying table indicates some of the apportunities that exist.

	TOTAL IMPORTS	FROM U.S.
RICE	$8,021,000	2,500,000
ANIMAL FEEDS	1,470,000	21,000
FABRICS	9,466,000	140,000
FERTILIZERS	2,213,000	—
CEDAR LUMBER	6,364,000	28,000
PAPER PRODUCTS	2,745,000	151,000
VEHICLES & PARTS	7,765,000	1,103,000
ELECT. APPLIANCES	4,389,000	991,000
CLOTHING	8,235,000	427,000
PHARMACEUTICAL	3,141,000	137,000
COSMETICS	3,127,000	464,000
OTHERS	88,220,000	12,991,000
TOTAL	$148,156,000	$18,953,000

(STATISTICS FOR CALENDAR YEAR 1961)

Rice: The Ryukyus are now a good market for imported rice, and it is believed that such a market will continue. In past years, demand has been for low-priced and low-quality grain. More recently, however, the consumer wants and can afford a higher grade of rice. For four years the Ryukyus have been importing high quality rice from the United States. If exporters make a greater effort to sell rice to the Ryukyus, including an assured supply of the quality desired, they should be able to capture a good part of the market.

It is hoped that in the near future a program under Public Law 480 will enable Ryukyuans to buy abundant U.S. agricultural produce through commercial channels. Rice is being considered as a commodity under the program.

Animal Feeds: The table shows that the Ryukyus are importing a very small percentage of their animal feeds from the United States. A program is under consideration dealing with importation of animal feeds through commercial channels also under Public Law 480. The authorities are now importing under this law high quality breeding stock from the U.S. An increased amount of this stock will require similar increases in feeds. This should give impetus to U.S. exporters of feed grains and other commodities.

Fabrics: Okinawa is rapidly becoming a market for textiles. The imported fabrics are made up of cotton (50 percent), wool (20 percent), silk (5 percent) and synthetics (25 percent).

Fertilizers: This is a $2 million import item for which U.S. manufacturers are not yet competing.

Cedar Lumber: Japanese cedar lumber is used extensively in construction. This is largely due to its termite-resistant properties. There is a shortage of lumber in Japan, however, which makes it necessary to ration exports to the Islands. California redwood lumber, known for its termite and insect-resistant qualities, could be substituted. Also U.S. producers of synthetics have engaged extensively in research designed to develop products not affected by termite infestation or rodent attack. Accordingly, it seems that U.S. exports to the Ryukyuan market for this commodity should substantially exceed the $28,800 worth presently being sold there.

Paper Products: Demand for paper products, presently a $3 million import item, is growing. U.S. competition in this area is quite meager.

Motor Vehicles and Parts: The streets and highways of the Ryukyus are crowded with cars, busses, and trucks made in Japan. Some of this large market should be available to American vehicles and spare parts.

Electrical Appliances and Machines: The present electric generating capacity is being fully utilized. The United States Government-owned electric power corporation is constructing a facility which should be generating an additional 80,000 KW within two years. It appears that an additional 90,000 KW will be required by 1969. This expansion of electric generating facilities will require transformers, insulators and switchgear. The rising standard of living of the Ryukyuans and the expanding needs of the American community there is resulting in a growing market for electrical appliances. At present most electrical appliances are supplied from Japan. American manufacturers should be able to compete more effectively and increase their share of this market.

Investment opportunities

Aside from the sale of U.S. products to Ryukyuans, there are opportunities for profitable capital investment in the Islands which United States enterprisers are not taking full advantage of. Some examples follow:

Pipe Manufacturing—The water supply facilities of the Ryukyu Islands must be expanded. Present estimates are that the water expansion program in the next five years will require, among other products, 45 miles of pipe ranging in size from 16 inches to 36 inches. At current prices construction cost of this pipe is estimated at about $6 million.

There are other needs for pipe. The rapid urban development of the Ryukyus has resulted in a drastic need for municipal sewage systems. It is estimated that requirements for sewer pipe in the next five years will aggregate 112 miles.

Additional pipe will be required for local water distribution lines. It is desirable that these requirements be met by local manufacturing rather than importation from Japan. This would seem to provide an opportunity for American capital and know-how. The end product would not only provide for local needs but could be exported to other Asian nations.

Cement Manufacturing—A $5 million plant to manufacture about 155,000 metric tons of cement per year is now being built in the Ryukyus. It is scheduled for completion about January, 1964. This plant will supply around 65 percent of the total cement requirements of the Islands. Additional cement manufacturing facilities will be needed in the immediate future. Again, United States

capital and know-how can find an outlet in the Islands.

Hotels—Tourism is the No. 2 foreign exchange earner of the Ryukyus. This industry is expected to net a revenue of some $10 million in calendar year 1962, largely made up of expenditures by visiting dependents of American servicemen. Tourist visitors are 40 percent above the figure for 1961.

To accommodate this influx of tourists, Okinawa does not now have a single first-class tourist hotel. A total of only 117 western-style and 174 Japanese-style rooms are available in 11 hotels catering to a commercial and tourist clientele. Within the last year three foreign investment licenses have been issued to non-Ryukyuans to expand hotel accommodations. If present plans materialize, licensees will renovate and expand the facilities of one enterprise and construct two new western-style establishments. However, even these facilities will not met the potential demand.

Fisheries—The Ryukyu Islands are surrounded by fishing grounds, and other fishing areas are accessible to Ryukyuan vessels. In spite of this, commercial fish landings totaled only 15,300 MT in 1961. This is the equivalent of only 37 pounds per capita and represents a 25 percent decline from the catch in 1959. Imports of fish products from Japan have steadily increased and are now around $3.5 million annually. In addition to the significant local demand, the Ryukyuan fishing industry could increase exports of frozen and processed fish considerably above the present total, which was only $400,000 per year.

There is room for growth in processing relatively inexpensive varieties, such as mackerel, for export to other Asian countries. Other opportunities are offered by using Ryukyuan fishing craft in distant waters. These vessels could deliver their catches directly to foreign areas. Seven Ryukyuan ships are currently engaged in such operations.

The policy of the Civil Administration of the Ryukyu Islands is to welcome foreign investment, with or without Ryukyuan capital. To encourage such investment, with the objectives of providing a positive contribution to the economy and an adequate return to the investor, several measures have been put into effect.

For example:

1. Investment of foreign capital in bonds, or in stocks not exceeding 5 percent of proprietary interest in an entity is permitted without prior approval by the government. The law does not require that any percentage of ownership must be in the hands of Ryukyuans and there is no legally fixed percentage of Ryukyuan nationals that must be employed in business enterprises.

2. Foreigners may purchase real property, subject to approval of the Civil Administrator when deemed to be in the interest of the economy.

3. Foreign investors enjoy full and perfect protection for their persons and property and free and open access to the courts of justice for protection and defense of their just rights.

4. Foreign capital may enter in the form of U.S. dollars, or in machinery, equipment, and installations. It may also come as spare parts, raw materials or other forms of contributions whether imported all at once or spread over a period of time.

5. The Ryukyus utilize U.S. dollars as the official medium of exchange.

6. There are no controls on foreign exchange movement and no restrictions on remittances of profits. Also, there is no limitation placed on the repatriation of capital.

7. The Joint Foreign Investment Board is charged with studying and screening all investment proposals to ensure that the activities to be created, expanded and/or improved are in accordance with development plans and/or the foreign investment policy.

8. Potential investors are required to submit proposals; however, the applicable ordinance is not specific as to minimum contents of application data. To facilitate necessary studies and to speed up processing, proposals should be made to adhere strictly to a general outline.

9. Foreign capital invested in the Ryukyus is guaranteed the same rights as granted to domestic capital.

10. A free trade policy prevails with export and import licenses not ordinarily required on cash settlement transactions. Although the standard method for settlement of foreign commercial transactions is by U.S. dollars, the Civil Administrator is empowered to authorize settlements in terms of other currencies as specifically approved. He is further empowered to aid and protect industries whether of domestic or foreign capital, or both, by his ability to prohibit, require licensing, or establish conditions or maximum quotas for the import and export of designated commodities, or on commodities from designated sources.

11. A free trade zone has been established, wherein the law permits foreigners and Ryukyuans alike to import goods for storage, display, repackaging, processing, finishing or other operations for subsequent reexport without the payment of duties or subjection to ordinary customs formalities. No duties or commodity taxes are imposed on industrial machinery or equipment, and commodity taxes on the majority of consumer items are relatively low.

For further particulars contact the High Commissioner for the Ryukyu Islands, Naha, Okinawa.

Korean Directory

The 1963 edition of the Korean Business Directory, published by the Chamber of Commerce of Korea, has been received by the Far Eastern Division of the Bureau of International Commerce, and is available for inspection by interested American firms.

This English-language directory lists the name, address, telephone number, governing official and cable address (where available) of major Korean importers, exporters and manufacturers. It is indexed by commodity, service facilities, importers and exporters, manufacturers engaged in foreign trade, and Korean Government and Industrial organizations.

Tariff Commission ends 2 kitchenware probes

The U.S. Tariff Commission recently concluded investigations into imports of both earthenware and household china tableware and kitchenware, deciding unanimously that trade concessions had not resulted in these items being imported in such quantity as to cause or threaten injury to domestic industries. These findings were based primarily on the determination that the increased imports are not a result in major part of trade-agreement concessions.

Copies of the Commission's reports are available upon request as long as the limited supply lasts. Address requests to the Secretary, U.S. Tariff Commission, 8th and E Streets, N.W., Washington 25, D.C.

U.S.-ITALIAN STEEL

The European Investment Bank has granted a $4.8 million loan to Costruzioni Metalliche Finsider of Milan, a joint U.S.-Italian steel venture. The loan will finance a steel construction plant capable of processing 100,000 tons for the firm, which is owned by Finsider and the U.S. Steel Corporation.

Salesmen should be out selling, says this firm

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

Chicago—Want to have a few dozen branches in Europe? Branches that will do everything but sell your equipment?

Well, an ebullient Dutchman, residing in Paris, and a delegate (for want of a better word) from a multi-million dollar Swiss service firm, is storming United States cities these days to promote a newly developed program that is already boosting international trade for two score American firms.

The results of a survey made by R. E. Van Stolk, of the Societe Generale de Surveillance, S.A., are turning out as lively as new colts in pasture.

"We handle everything from soup to nuts," says Van Stolk, which isn't much mileage at all, but actually S. G. de S. will represent anything along Route 66 to the last stop of the Orient Express, including such present products as lobster tails, cigarettes, electronic equipment and automobile tires.

"We do everything that a subsidiary company would do in the European countries, except sell," Van Stolk told us over $2.00 worth of what must be the world's most expensive coffee at the Park Row of the Conrad Hilton.

At first blush his program seems as solid as soap bubbles, so we inquired if a company that did not contribute to sales wasn't a bit like an imaginative menu in a pleasant restaurant with no main course.

"I don't think so," said Van Stolk, who is not a man to leave you dangling. He is a six foot, six inch athlete who plays golf, tennis, swims, fishes and is adept at everything but Karate and Swiss flag throwing. "We allow salesmen to stay outside and sell eight hours a day. We direct consigned shipments into a free port, repackaging if necessary to show a label in the domestic language or change measurements to metric. Upon receipt of orders the merchandise is released for delivery, while we handle insurance, freight and customs."

Van Stolk cited the instance of a United States vitamin pill manufacturer, now about to ship in barrels to the Antwerp free port, where S. G. de S. will repack the capsules into small vials, and perhaps the American firm will undersell European manufacturers.

"We import casks of United States bourbon, vodka and gin, and solely as an agent, convert it into fifths in our own free port bottling plant, ready to ship wherever directed. No one pays anything until we receive instructions, not even customs duty. Our service percentage comes after shipment."

Repackaging, however, is only one function. Mainly, S. G. de S. just does office work.

There is a United States company making specialized air conditioning equipment for telephone exchanges. They have no representative in Europe, although twice a year the company president swings through the Continent. Whenever a customer needs a spare part they call S. G. de S., who have it out of a bonded warehouse and on its way in hours.

"I don't believe the sales function should ever be mixed with clerical chores," says Van Stolk. "Salesmen should be out selling."

Senator McGovern to represent U.S. at Cambodia fair

Emphasis to be placed on agriculture, industry

U.S. Senator George McGovern of South Dakota will represent the Department of Commerce at ceremonies opening the U.S. National Exhibition in Phnom Penh, Cambodia, May 9.

Senator McGovern was Special Assistant to President Kennedy and Director of the Food for Peace program before his election to the United States Senate in November 1962.

Production for Progress

Theme of the U.S. fair in Phnom Penh is "Agriculture and Industry—Production for Progress." Its objectives are:

To generate interest in and demonstrate the possibilities of light industries that could help increase the Cambodians' ability to produce for themselves; to draw attention to the interest of the United States in Cambodia's economic needs and in raising the country's standard of living; to illustrate the achievements of U.S. farmers through modern farming equipment and techniques by showing that farming can provide much more than just subsistence living; and to illustrate the social and economic benefits which the U.S. working man enjoys through increased production and improved economy.

Forty-four U.S. firms will participate in displays and demonstrations that help carry out these objectives.

The fair will run from May 6 through May 26.

FULL HOUSE IN ETHIOPIA

Prospective American business visitors to Addis Ababa are advised by the American Embassy there that there will be no hotel accommodations available in Addis Ababa immediately before and during the forthcoming African Foreign Ministers and Chiefs of State Conference to be held in Addis Ababa from May 15-25.

The Embassy expects that airline and other facilities will be similarly taxed during this period.

Advanced medical equipment show to be held at Tokyo Trade Center

Research study reports growing market for foreign-made equipment; 36 items expected to be in priority demand

U.S. manufacturers of medical and surgical trade products, particularly advanced medical equipment, are invited to exhibit their products at the U.S. Trade Center in Tokyo, Nov. 19-Dec. 6, 1963.

Demand in Japan for imported medical equipment has been growing for sometime. A market survey conducted for the Center by Falcon Advertising and Public Relations, Inc., states that Japan should continue to be an important market in this line for some years to come, especially advanced medical equipment (including electronic equipment).

The survey reports that while Japan's own medical equipment supply industry is growing, market demand is growing still faster. Meanwhile, U.S. and European manufacturers are believed to be substantially ahead of the Japanese manufacturers in research, technology and production. Moreover, there is a preference in Japan for foreign-made medical equipment that is almost traditional.

Further information about international trade fairs is available, unless otherwise indicated, from the Trade Fairs Division, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

36 items

The market research study lists 36 items likely to be in priority demand in Japan for the next few years. The list includes items such as the multi-element electrocardiograph, surgical operating table, artificial heart-lung equipment, oxygen tent, fluoroscopic equipment, deep therapy X-ray tube, and electromanometer.

In addition, the survey showed 22 other items which are also expected to be in demand, such as the surgical lamp, X-ray recorder, radiological apparatus, and oxygen analyzer.

The Tokyo Trade Center makes a unique show case in which to display and promote advanced medical equipment. The U.S. director and his staff will aim their promotional activities in support of the exhibit toward hospitals operated by the national government, universities, large firms, private organizations, prefectures and municipalities, religious organizations, health and life insurance companies, and research institutions.

The Tokyo exhibit will be staged with the cooperation of hospital and medical equipment trade associations in the U.S. several of whom already have expressed their interest.

Each participant in the show will provide exhibits, pay costs of freight and insurance and contribute to a promotional fund to help defray the cost of advertising the exhibition. Each must also have a representative there to answer questions, quote prices and take orders.

Interested firms should contact any Department of Commerce Field Office or the Bureau of International Commerce, the Exhibits Participation Division, Department of Commerce, Washington 25, D.C.

U.S. foods to be exhibited at trade fair in Cologne

More than 250,000 potential customers are expected to visit the 1963 ANUGA international fair in Cologne, Germany, Sept. 21-29.

The Department of Agriculture will have a market promotion and test-selling exhibit of U.S. foods at the fair. The central feature will be a self-service market where U.S. products will be demonstrated and sold to visitors.

The U.S. exhibit will include facilities where trade associations will have demonstrations and samplings of U.S. products including nonfat dry milk and soft ice cream; rice; fresh, canned and dried fruit; soybean products; honey; flour; and flour products; and a snack area where U.S. turkey sandwiches and fried chicken will be featured.

Additional information, under report number 1163-63, is available from the Press Service, Department of Agriculture, Washington 25, D.C.

First U.S. exhibit in Conakry, Guinea, set for next month

55 U.S. firms to participate; event to be staged May 4-19

The first U.S. national exhibition to be held in the Republic of Guinea will open in Conakry, the capital city, on May 4. It will run through May 19.

The exhibition is designed to draw the people of the U.S. and Guinea closer together by showing how education and employment can build a better world.

Fifty-five firms representing 14 states and the District of Columbia, will carry out the theme of the exhibition, "Education and Employment for a Better Future," by displaying and demonstrating their products. Some of the firms exhibiting educational and vocational training devices will conduct on-the-spot training courses for unskilled Guineans.

One group of Guinean students, for example, will receive vocational training in electricity. They will learn the basic principles of electricity and magnetism, and the importance of electricity to a developing economy.

Another group will be taught how to use various sheet metal and woodworking tools and machines by members of a U.S. Department of Labor mission.

In addition to the educational and vocational exhibits, the exhibition will feature models of U.S. space craft, scientific and industrial equipment, and a selection of consumer goods, including late model U.S. automobiles and Go-Karts.

Fly to Guinea exhibit

A Pan American flight from New York to Guinea will coincide with the opening of the U.S. National Exhibit in Conakry. This will enable U.S. businessmen to visit the Exhibit on opening day, May 4.

Flight details are available from Pan American World Airways or from travel agencies.

Pin-money budget approach to overseas business wins sales for small U.S. firm

New to foreign selling, Goodenow Company of Oklahoma City effectively pursues markets for its automobile polish-cleaner against formidable conditions

Market surveys, realistic product pricing, extensive correspondence help boost exports to 50% of volume

By EARLE A. GOODENOW, JR.

Vice President
The Goodenow Company

Back in September 1960 the Goodenow Company was not in the export business.

Today, we are actively pursuing export sales in 39 countries. In this short space of time, our exports now represent nearly 50% of our total annual sales.

E. A. GOODENOW, JR.

How did it come about?

Goodenow executives happened to hear a stimulating talk on the hows and whys of exporting given to a small group of businessmen by a representative of the Department of Commerce in Dallas, Texas.

We then decided to investigate export possibilities for our products. Trade Contact Surveys, conducted for us through the Department of Commerce, were the first step.

At first glance, one survey did not appear very encouraging. It listed only two small firms in Buenos Aires, Argentina, who might have an interest in importing our Plasticote auto polish. Even more disquieting, the report stated that polish-cleaner paste is subject to a surcharge amounting to 150% of its c. & f. value.

On the sale of most exports a 150% surcharge would be a very limiting condition, indeed, but on the sale of a consumer item which had to be resold in the country of import, this would seem an almost insurmountable barrier.

The first wheel set in motion was a study of our product and its challenge—not could we but how would we place this product on the Argentine market.

There were a number of factors in our favor. The Department of Commerce had just completed our initial trade contact survey in, of all places, the Sheikdom of Kuwait. This survey resulted in a shipment of 200 cases of our polish to that tiny country.

Count camels

We counted automobile registrations and we counted camels, coming to the quick conclusion that if we could sell 200 cases of Plasticote in Kuwait, we could sell this item virtually anywhere . . . even in Argentina.

We had figured our costs quite accurately — product, freight, wharfage, certification and forwarding fees. We also had what we term direct bargaining power. By that we mean no added or hidden costs ensuing from the employment of domestic export agents and/or foreign import representatives.

We do not wish to imply that such agents are unnecessary on the import-export scene. We simply concluded that in the sale of a highly competitive, luxury item incurring high duties, sales would have to be made through direct contact with the buyer.

The price pitfall

Our next step was to arrive at a price to quote our Argentine prospect. Here lies the pitfall for too many would-be exporters. Far too many American export-manufacturers seek to realize the same profit margins on export sales as they do on domestic sales.

Universally, the prices quoted by us to our foreign distributors are far below those of our printed domestic schedules. Several important considerations should be evaluated at all times:

Exports a "plus"

❶ A manufacturer going into the export field should not view it as a primary or dependable source of regular income —even though it may later prove to be. At all times, and specifically in the building of initial trade contacts, the income realized from export sources should be considered a "plus."

In the case of Argentina, we could not possibly quote a price so low that it would appear to be a bargain. Even at our cost, with 150% tacked on c. & f., we could not compete on the basis of price with Argentine-made polishes. The differential would have to be realized through quality and the prestige of U.S.-made goods.

Quality and prestige, however, will stretch only so far.

❷ In our Argentine study, we made certain that we knew the names and prices of all foreign and domestic polishes of any consequence on the market. We knew of one U.S.-made polish which had priced itself off the market and we knew that our competition must be aimed at the domestic brand.

It was impossible to meet the price of our competition. So, we settled upon the lowest price we could quote and still make a profit. Following the philosophy of making a plus instead of a "killing," we knew we would not go out of business by making that profit, no matter how small.

❸ We have found that by granting exclusive franchises within a given country and quoting the very lowest practicable prices, we are not called upon for advertising or promotion allowances. In every case our foreign distributors have assumed these costs.

No risk

❹ Finally, a foreign transaction is tantamount to a non-risk venture—either through the letter-of-credit instrument or government-backed insurance.

Generally, the caliber of prospect developed from a trade contact survey is quite high. In those cases where we have extended credit over a period of from two to four months, we have not lost a penny.

In effect, then, the trade contact survey had brought us to the mountain. Now it was up to us to climb it.

How good a job of selling our prospects had the commercial attaché done? Over half the value of the trade contact survey is in the manner in which a prod-

uct is presented to the prospect by the liaison officer. He, in turn, relies strongly on the information provided him. He is not expected to be an expert on automobile polish and his information must be concise and specific. If the attaché has preresearched the market with regard to competitive products he is in an even better position to present an item properly.

On December 5, 1960, we wrote our first letter to one of the two prospects given us, quoting a firm price and enclosing brochures and other pertinent information. At the same time, we airmailed a pint sample of Plasticote to our prospect. This is the procedure we follow with every potential account.

In our initial letter we anticipated as many of the problems and considerations that we could. As it turned out our prospect appreciated this forethought. Three weeks later he wrote us that he would conduct a small survey of the market. More letters ensued over minor points. Then, on February 17, 1961, we were requested to forward pro-forma invoices on various quantities of Plasticote. This we did and in late March we were cabled to prepare our first shipment for Argentina. Six days later we received the letter of credit.

Unfortunately, the polish arrived in the midst of the Argentine winter. It was not until the first of 1962 that we made our second shipment. From that time on, however, the sales of Plasticote have surged in Argentina. The number of cases ordered since then has totaled 2,846!

Sales boom

As a result of the success in Argentina, our distributor was able to form a partnership in Brazil for the import of Plasticote there. Since August we have made two shipments into the Port of Santos.

Recently, our Argentine distributor has entered agreements to import polish into Uruguay and Paraguay. Consequently, as the business in Latin America has grown, we have been able to realize additional profits through savings in larger shipments by lower freight rates and pro-rating down our fixed handling costs.

Some of the trade contact surveys we have requested have not been satisfactory for several reasons. Not all of the liaison officers are good salesmen, others are not thorough. In some instances, we have received long lists of names, none of which proved fruitful.

Other liaison officers take it upon themselves to estimate the possible success of a product in a particular market. One such officer in Sweden had been told by several prospects that there were already too many polishes on the market. By going a different route, we are now doing a thriving business in Sweden and our cans are printed in Swedish as well.

Another officer in Brazil reported the same thing and further reported that the 80% duty was highly restrictive. He listed half a dozen contacts who all reported the same situation. Today we are doing a nice business in Brazil.

Strong presentation

Remember that our contact officer in Argentina did not allow the 150% duty to frighten him away from a strong presentation.

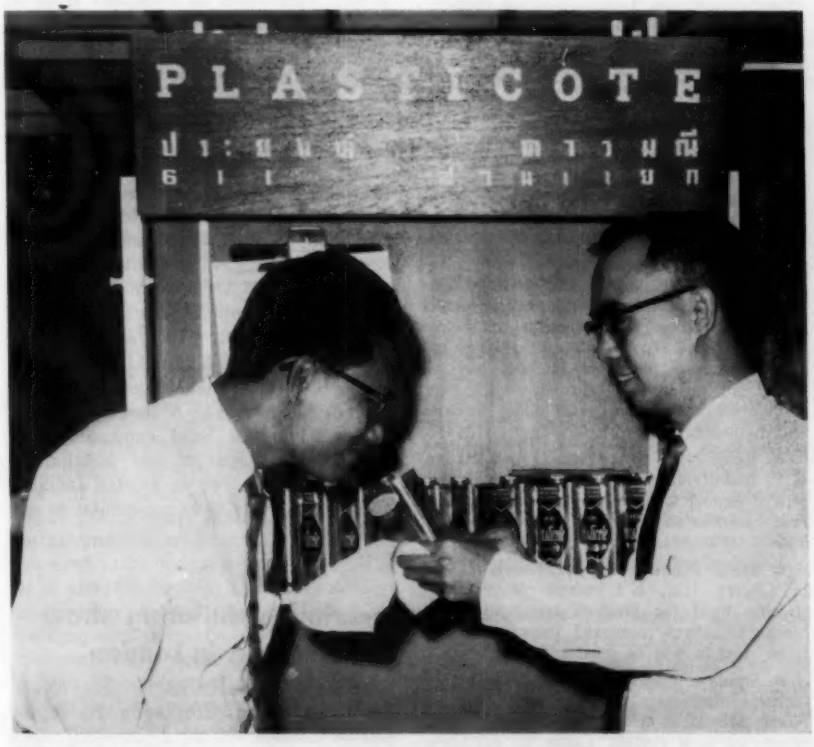
It would also greatly implement the followup on these market surveys if the liaison officer would:

❶ Specify all ad valorem duties applying to the product in question.

❷ List official rates of exchange.

❸ Present a résumé of similar products on that market, disclosing sizes and prices when relevant.

In conclusion, we can only commend the U.S. Department of Commerce for its foresightedness in instituting a program which, for an unusually small fee, has made it possible for a small manufacturer situated in America's hinterland to reach out and dramatically present his product to the world.



ENTHUSIASTIC RESPONSE: Goodenow Company exhibit at U.S. Automotive Trade Show held in Bangkok.

Belgium studies controls on household appliances

The Belgian Commission on Prices is embarking on a study of the degree to which prices and distribution margins on household electric appliances should be controlled. The Commission's permanent staff has recommended that, if maximum margins are to be fixed, they should apply to each stage of distribution.

Documentation prepared for the Commission reveals the following rate of saturation for household appliances (i.e. proportion of Belgian households owning such products): Refrigerators, 30-35%; vacuum cleaners, 60%; coffee mills, 60%; electric shavers, 50%; and electric mixers, 35%.

The market's present absorptive capacity for refrigerators is estimated at 150,000 annually. Most electricity distributors have recently abandoned direct sales of appliances. Currently, the public seems more interested in discounts than in quality.

Boatbuilder, trade union, chambers of commerce, other organizations are new winners of export award

Powerboat race in English Channel, slogans, foreign-language directories, trade clinics help boost overseas sales

A firm of consulting engineers and architects, 2 chambers of commerce, a port authority, an international trade union and a bank recently won "E" awards for their contributions to the development of U.S. export trade.

Seven exporting companies, including manufacturers of such diverse products as greeting cards and pleasure boats, have also been cited in mid-April ceremonies.

Under Secretary of Commerce Franklin D. Roosevelt, Jr. presented awards to 7 organizations in Washington, D.C. on April 12. Receiving President Kennedy's "E-for-export" awards were: Air Carrier Service Corporation, American Greetings Corp., Atec Corporation, First National Bank of Cincinnati, International Association of Machinists, Remington Corporation and Spray Products Corporation.

In Miami, Fla., the Bertram Yacht Company, Stanley Building Specialties, the Miami-Dade County Chamber of Commerce and Rader and Associates joined the more than 200 "E" firms already cited for their export prowess on April 17.

Later, the Toledo Area Chamber of Commerce and the Toledo-Lucas County Port Authority were singled out for their export expertise in a Toledo, Ohio ceremony on April 19.

The newly named "E" organizations have employed varied techniques to boost U.S. overseas trade:

● Air Carrier Service Corporation of Washington, D.C., a wholly owned subsidiary of Dynalectron Corporation, exports commercial aircraft and associated products. It established sophisticated sales programs, including the handling of financing or taking an equity position in its international transactions.

● American Greetings Corp. of Cleveland, Ohio, conducted an imaginative and energetic sales program to develop export sales for its greeting cards around the world. Licensing and marketing agreements were arranged, local distributors trained and agents established.

● Atec Corporation is a Philadelphia export house. Over the past 6 years it developed markets in over 20 nations for Southern newsprint, a product not previously exported.

● Bertram Yacht Company, a Miami-based manufacturer of fiber-glass inboard pleasure boats, is a division of Nautec Corporation of New York. Overseas interest was spurred by entering Bertram boats in an offshore powerboat race held in the English Channel and dealerships were then established in London and France. Advertising and publicity has been prepared with European markets in mind. Overseas shipments have been accelerated. As production expands, the firm plans to set up additional dealers in the Common Market and Latin America.

● First National Bank of Cincinnati conducted a unique program of international banking that has helped develop export business for many firms in the Ohio Valley.

● International Association of Machinists undertook a pioneering role in educating American labor to the importance of export trade and familiarized its membership with the slogan "Sales Abroad Make Jobs at Home."

● Miami-Dade County Chamber of Commerce of Miami has had a full-time International Affairs Council since 1948 which actively aims to increase export trade. Each year 10,000 copies of a large, Spanish-language directory of goods and services available in Miami are distributed throughout Latin America. Trade trips are made to neighboring countries and foreign trade clinics are held for manufacturers.

● Rader and Associates of Miami has provided professional engineering and architectural services in 40 foreign countries, competing against other U.S. and overseas firms. In its 14-year history the reputation the firm has gained has resulted in additional foreign work and branch offices have been set up in Jamaica and Ecuador.

● Remington Corporation, an Auburn, N.Y. manufacturer of air conditioners, employed export techniques that boosted overseas business to 47% of its total sales in 1962.

● Spray Products Corporation is located in Cherry Hill, N.J. where it produces starting fluid for internal combustion engines. The firm increased its export sales from zero to 6% of total sales in 5 years.

● Stanley Building Specialties manufactures aluminum windows and doors in North Miami as a division of the Stanley Works of New Britain, Conn. In the latter half of 1960 the firm began its export push through trade leads from the Commerce Field Office in Miami and from trade publications. Exports now go to over 24 countries and 1961 shipments were about 15% of the firm's total volume.

● Toledo Area Chamber of Commerce has had an active world trade department for over 50 years and in recent years has stepped up its projects and services. The Chamber provides information, sponsors meetings, workshops and conferences, publishes a world trade directory, conducts trade tours and participates with other groups to spearhead related overseas trade developments.

● Toledo-Lucas County Port Authority has conducted a successful, concentrated program of publicity and national and international advertising and promotion to increase overseas tonnage through the Port of Toledo. Newsletters are distributed, trade missions conducted and a 15-minute sound and color film circulated.

Mexican sulphate plant gets varied financial backing

The International Finance Corporation, an affiliate of the World Bank, and the Inter-American Development Bank, together with a group of private European and U.S. investment institutions, has announced the financing of a $2.75 million sodium sulphate plant in Mexico.

The Inter-American Bank will make a loan equivalent to $500,000 from its ordinary resources, and the IFC will invest $750,000 in the same project.

The borrower will be Quimica del Rey, S.A., a subsidiary of Metalurgica Mexicana Penoles S.A. (Metmex). The latter is an important producer of lead, gold, silver and other refined metals, and zinc, lead and copper concentrates, with headquarters in Monterrey. Mexican investors own 51% of the stock in Metmex and the rest is held by American Metal Climax, Inc., a U.S. company which is a producer of non-ferrous metals. Metmex will contribute $1,000,000 in equity toward the financing of the project.

The IFC investment together with the equity contribution by Metmex of $1,000,000 will finance local expenditures in machinery, equipment and installations in the plant as well as related facilities and will provide working capital to the company.

Heating, ventilating show set next year in London

The 3rd International Heating, Ventilating and Air-Conditioning Exhibition will be held at Olympia, London, April 15-24, 1964.

EEC's growth slowed in 1962, but consumption expenditures remain high; U.S. sales up 9%

Imports from U.K. and Latin America jump 18% and 16%; internal trade growth outstripping trade with non-members

The economic progress of the European Economic Community continued in 1962, although at a somewhat slower pace. While complete 1962 statistics are not yet available, estimates show an increase in the Gross National Product of 4.5% in 1962, compared with an increase of 5.2% in 1961 and 7.1% in 1960. Industrial output was about 6% higher in 1962, compared with increases of 6.6% and 13.1% in the 2 preceding years.

For the 5 years since the Rome Treaty came into force in 1958, the EEC's Gross National Product has increased by 27% and industrial production by over 40%.

The slower growth rate in 1962 was largely due to the slowdown in foreign demand, with exports rising only by 1 to 2% over 1961, and the reduced rate of increase in private fixed investments.

On the other hand, private consumer expenditures expanded over the previous year and were a primary spur to growth. This expansion resulted from considerable increases in wage levels which amounted to 10% or more in the Federal Republic of Germany, France, Italy and the Netherlands.

Slower output growth

The slower growth in industrial output was mainly due to increasing hesitation by private enterprise to make fixed investments. This, in turn, was an after-effect of the quick expansion of 1959-60, which put a heavy strain on the labor market and triggered cost increases which squeezed profit margins—the more so as weak external demand and stiffer foreign competition limited the possibility of marking up prices. Outside financing of investments also became somewhat more difficult due to decreasing liquidities of the money markets in some member states.

Production in certain basic materials (particularly iron and steel and non-ferrous metals) remained relatively static. There was continued weakness in industries structurally affected by shrinking demand, such as coal mining.

In contrast, many consumer goods industries advanced strongly in the course of the year and private consumption expenditure increasingly became the chief growth factor. Production of passenger cars and light trucks went up 15% in 1962, as against 2% in 1961. The chemical industry and most branches of electrical engineering also marked quite rapid growth. However, textile industry growth was only moderate because of the relatively slow increase of both internal and external demand.

Public investment expenditure and house-building remained quite large; the growth of the building industry was checked by bad weather which seriously hampered activity in early 1962.

Wages rise

As labor shortages continued, the number of wage-earners in industry could increase only little. Taking into account the slight shortening of the working week and longer holidays, the number of hours actually worked was probably not much more than in 1961 so that production per man-hour most likely grew in roughly the same proportion as total production (6%). Employment in agriculture continued to decline. The increase in total employment was almost exclusively accounted for by the services sector.

Total wages and salaries again rose considerably, even more rapidly than between 1960 and 1961. The increase was 10% or more in the Federal Republic of Germany, France, Italy, and the Netherlands and about 7% in Belgium and Luxembourg.

Reflecting the slackening in economic growth in third countries, EEC exports for the whole of 1962 probably increased no more than 2%.

EEC exports to the United Kingdom declined during the first part of the year and picked up only slightly for the remainder of 1962. For the whole year, they stayed at the same level as 1961. By contrast, they rose 3% in value between 1960 and 1961.

Economic expansion in the other EFTA countries was slightly better and EEC exports to them increased by about 5% in value, contrasted with an increase of 13% between 1960 and 1961.

Shipments to U.S.

Exports to the U.S. increased by 10% over 1961, but underwent a slowdown during the year, from a first quarter increase of 24% to an increase of only 1% above 1961 levels during the third quarter. While each of the 6 Common Market countries shared in the increase, Italian exports increased most (15%), followed by Belgium-Luxembourg (12%), Federal Republic of Germany (11%), the Netherlands (4%), and France (2%).

EEC exports to developing countries dropped about 6% in 1962. For those countries associated with the Community (the so-called AOC's), exports fell about 15%, mainly because of the sharp down turn in exports to Algeria. In 1961 there had been an overall increase of 2% in exports to developing areas despite a 6% decline in exports to the AOC's.

Unlike the relative stagnation in exports, the year-to-year growth rate in the value of imports from non-member countries quickened. The rise for 1962 as a whole can be estimated at 9%, compared with 5% in 1961. By quarters, the increase amounted to 7% in the first, 7.5% in the second, and as much as 11% in the third.

This sizeable expansion of imports was mainly attributable to increased purchases of manufactured goods. While imports of capital goods tended to slow down during the year, consumer goods imports increased considerably. Furthermore, imports of farm products were particularly high up to the summer of 1962 as a result of the poor Community harvest of 1961 and bad weather during the spring of 1962. There was also a stockpiling of certain agricultural products in the first half of the year, possibly in anticipation of more stringent import charges for a

number of agricultural products which went into effect on July 30, 1962.

The U.S. and the United Kingdom benefited most from the speedier growth of Community imports. Imports from these countries in 1962 were 9% and 18% greater than in 1961. The U.S. exported more farm products and capital goods, while the U.K. increased its deliveries mainly in consumer durables. Imports from the U.S. were greatest in Belgium-Luxembourg, where they increased 20%, followed by the Federal Republic of Germany, 14%; the Netherlands, 7%; France, 3%; and Italy, 2%.

Imports from Latin America also showed a significant increase of 16% largely in crude oil and grain.

Internal trade surge

The Community's internal trade again expanded appreciably more strongly than trade with non-member countries. This continuing trend reflects both the high level of economic growth within the EEC countries and the intertwining of the Member States' economies, which was encouraged further by the cuts in intra-EEC customs duties at the beginning and the middle of 1962. For the full year, 1962 internal trade was probably up 14% in value over 1961, whereas the rise was 15% in 1961.

Preliminary statistics indicate that the greatest expansion in internal trade was in consumer goods.

The moderate but steady upward trend in consumer prices continued; for the year the rise was probably somewhat larger than in 1961. Near the end of the year, consumer prices of industrial products were up by about 5% in Italy, 3% in the Federal Republic of Germany and France, and a little more than 1% in Belgium and Luxembourg, compared with a year earlier. Prices of services rose somewhat more sharply—and also faster than in 1961 due to higher rents and increased charges for public services.

Outlook for 1963

Assuming that no strong recessive trends affect the Community from abroad, adequate economic growth may be expected, although at a slightly decreasing rate. Since the slowdown in demand will be very slight and will chiefly affect imports, the growth rate of the Community's gross product will probably amount to about 4.5%—practically the same as 1962. The rise in industrial output is expected to be about 5%.

Gross fixed capital investment will probably rise only slightly more than in 1962. The growth of fixed investment by enterprises—equipment purchases and spending on industrial building—will again probably fall off a little. However, public investment will remain buoyant and probably grow even faster, while demand for housing will remain large in 1963, especially in France and Italy.

Consumption expenditure should go up again in 1963, but probably at a slower rate because of the smaller increase in average hourly earnings and the fact that the total number of hours worked will hardly increase. The expansion in this important component of demand will remain a decisive factor in economic growth.

A further increase in imports is also expected in 1963, but again probably smaller than in the previous year. With a relatively favorable 1963 harvest, less farm products will be needed from outside. Expansion of total demand is also tapering off, and trade will probably again expand more vigorously among the member countries than with non-member countries.

Japan's commodity import budget boosted 10% for next 6 months

Larger share of funds alloted to liberal approval systems; raw material imports expected to account for most of gain

The Japanese Government has announced a record $4,680 million foreign exchange import budget for the first half of Japanese fiscal year 1963 (April-September 1963). This budget is 6% larger than the 6-month budget for the period which ended March 31.

More importantly, the allocation for commodity imports, which totals $3,465 million in the new budget (including $200 million in reserves), represents a 10% increase over the budget for the previous half year.

The import budget is also characterized by a larger share of items coming under the liberal Automatic Approval (AA) and the Automatic Fund Allocation (AFA) systems. The bulk of the increase is accounted for by a 10% increase in the AA section of the budget to $2,150 million which primarily reflects expected increases in raw material requirements. The AFA segment of the budget increased by 5% to total $400 million. Thus, 78% of the commodity budget, exclusive of reserves, is programmed for items freely importable from any source and in any amount.

By contrast, the Fund Allocation (FA) portion of the budget decreased by 8%, falling to $715 million, with the largest nominal reduction being made in the machinery import allocation. Principal commodity groups for which funds were allocated for import under the current FA budget were as follows in millions (with actual expenditures under the October 1962-March 1963 budget in parentheses): foodstuffs, $251 ($185); Government monopoly goods (salt and tobacco), $18 ($40); coal and coke, $75 ($67); ores and metals, $5 ($35); petroleum products, $56 ($52); machinery, $150 ($240); other, $159 ($156).

The official explanation for the $90 million decrease in the budget for machinery is the inclusion in the previous budget of funds for electric generators financed by the World Bank and the International Trade and Industry Ministry's expectation that the demand for machinery will be dull in the coming 6-month period. The sharp drop in allocations for the import of metals reflects liberalization in this category, particularly of copper, copper waste, copper alloys and items of copper, molybdenum ore, and mercury. The large increase in the foodstuffs budget, on the other hand, reflects the price rise of raw sugar combined with the seasonal demand for sugar.

Allocations for the current half-year were based on the following estimates for major commodies: wheat, 915,000 tons; raw sugar, 667,000 tons; salt, 1,458,000 tons; tobacco, 6,200 tons; and heavy oil, 3,577,000 kiloliters.

The overall non-trade or invisible portion of the budget is down $28 million to $1,220 million ($850 million for current transactions, $320 million for capital transactions, and $50 million in reserves) reflecting a drop in the capital transactions budget from the preceding period which contained $233 million for loan repayments to U.S. banks.

However, the current account portion of the invisible budget is up over $100 million in anticipation of greater demand for funds resulting from easing controls over current transactions, including business travel abroad.

U.S. firms sell over $69 million thru AID in '63

Orders spread over 43 states; March orders top $33 million

Production orders totaling $33.9 million by American business firms under U.S. foreign aid financing were reported to the Agency for International Development during March.

The amount raised total value of orders recorded by AID in 1963 to $69.6 million, which has been divided among 43 states.

State figures reflect actual production, whether by a prime contractor's own plant or by subcontractors filling orders for exporters or other suppliers. While these purchases by foreign firms or governments from U.S. suppliers generally take place in regular commercial channels, local production information is traced by AID through bank reports of letters of credit.

The state tabulation shows the geographic spread of AID-financed business. However, since the tabulation is based on letters of credit in excess of $10,000 the state totals represent only about 40% of the entire dollar volume of such business handled by American producers. AID estimates that two-thirds of foreign aid commodity expenditures are currently made within the U.S.

AID helps Long Beach firm survey Indian fisheries

A study which could lead to the establishment of a new marine fisheries industry in India will be undertaken under an investment survey announced by the Agency for International Development.

The survey will be made by the Van Camp Sea Food Company of Long Beach, Calif., which is considering the possibility of becoming associated in the project in cooperation with Indian investors.

AID will finance half the cost of the Van Camp survey, or up to $17,500, as part of a program to encourage the investment of private U.S. capital in business enterprises in countries receiving economic assistance from the U.S.

FCIA insures over $.5 billion of exports in 1st 14 months

In the 14 months since the Foreign Credit Insurance Association has been in existence, it has issued approximately 1,200 short-term and more than 250 medium-term policies, according to Henry G. Sheehy, President of the Association.

The aggregate limit liability of exports covered by these policies exceeds one-half billion dollars, according to the President of the Government's export credit insurance system. He also pointed out that more than 15% of the policyholders represent new exporters who shipped overseas for the first time.

Mr. Sheehy also said that FCIA has 170 claims for nearly $1 million outstanding. Of these, approximately 100 represent political risk claims for $700,000. The remaining $300,000 is for commercial credit claims, or for losses experienced by U.S. exporters due to insolvency of the foreign buyer or failure of the buyer to meet his payment obligation by maturity date.

India gets U.S. loan for locomotive plant

Eximbank lends $19 million to works at Varanasi; all parts to be made in India by 1967

The Export-Import Bank has announced it will lend India $19 million for use by the Railway Board of the Ministry of Railways to establish its first diesel locomotive works at Varanasi.

The Bank funds will cover purchases of U.S. machinery, materials and services needed for the Varanasi plant which is designed to produce an eventual 250 locomotives per year as licensed by ALCO Products, Incorporated of Schenectady, N.Y.

The project calls for eventual assembly of locomotives with all components of Indian manufacture. Although manufacture of some parts in India will commence in 1964, exports of U.S. components to India are expected to continue until late 1967.

Trade Mission to carry record number of U.S. business proposals to Sweden

7-member team to start U.S. trade libraries in Goteburg and Malmo; businessmen's interest in missions has skyrocketed in recent years

A U.S. trade mission soon to depart for Sweden that will take with it a record number of business proposals from U.S. businessmen according to the Commerce Department's Bureau of International Commerce.

The 7-man group will take 750 business proposals of U.S. firms to Sweden to be talked over with Swedish businessmen during the next month. The greatest previous number of U.S. business proposals carried overseas was 662 taken by a mission to France.

Citing the number of proposals now being received by missions, a significant indication of increased interest by U.S. firms in overseas selling, Bureau Director Eugene M. Braderman said trade missions last year were receiving an average of only about 400 proposals; 2 years ago the average was less than 200.

The members of the trade mission were selected as representing the widest possible variety of business experience since business proposals the group will take to Sweden touch almost every type of business.

The 5 members from private industry will complete their orientation program April 26. They will depart for Europe in time to begin their discussions in Stockholm on May 4. They also will meet with Swedish businessmen in Goteburg and Malmo. At each of the latter cities they will leave more than 1,000 U.S. trade and industrial publications and business directories as permanent trade libraries.

The Mission will return to the U.S. on June 7. Shortly thereafter mission members will visit a number of U.S. cities to present gatherings of U.S. industrial leaders with proposals advanced by Swedish businessmen.

Japan expands liberalized list

The Ministry of International Trade and Industry (MITI) has announced in Tokyo that 25 more commodities were removed from Japan's negative list on April 1, decreasing to 229 the number of commodity groups still subject to restrictive licensing and exchange controls under the Fund Allocation (FA) system. In certain unspecified cases, liberalization is contingent upon approval by the Diet (legislative body) of tariff increases now under consideration.

Items transferred from the Fund Allocation system to the Automatic Approval (AA) list include: green beans (except those for making bean sprout); cottonseed oil (only for mayonnaise-making); onion powder; molybdenum ores; antimony ores; rare-earth metals; caustic soda; cuprous oxide, antimony articles; cupric chloride and cuprous chloride; basic zinc carbonate; cuprous cyanide; and camphor oil.

Certain commodities, comprising the larger group liberalized on April 1, were transferred from the Fund Allocation list to the Automatic Fund Allocation (AFA) list:

Coffee (no more than 400 grams net weight per container); natural honey; mayonnaise; French dressing and salad dressing; sandwich spreads; bananas, fresh; mercury; antimony trioxide; lumps of copper; waste or scrap of copper; bars, rods, angles, shapes and sections of copper alloy; wire bars, rods, angles, shapes and sections, of brass and bronze; bars, rods, angles, shapes and sections, of copper alloy; wire of copper; wire of brass or bronze; copper plates, sheets and strips, unalloyed; copper-alloy plates, sheets and strips; copper foil; unalloyed copper tubes, pipes and hollow bars.

Also, brass or bronze tubes, pipes, and hollow bars; copper-alloy tubes, pipes, and hollow bars; stranded wires, cables, cordage, ropes, plaited bands and the like, of copper wire; aluminum plates, sheets, and strips; antimony lumps, powders, flakes, waste and scrap; power cable and communication cable; insulated electric wires, cables; other insulated electric wires, cables; emery and corundum; lithium hydroxide; mercury chlorides; mercurous oxide; lithium chloride; lithium bromide; mercury sulphide; lithium carbonate; acetyl salicylic acid; caffeine; citric acid; constructional model toys, of artificial plastic materials; tungsten articles; and automatic food baking machines.

Also, connectors not less than $3 per piece in cost, insurance, and freight value; crank shafts and clutches, compressed-air types; marine controllable-pitch propellers and trochoidal propellers and parts; steam turbines with a rating of more than 15,000 but less than 30,000 KW; supersonic equipment and electron beams used for metal-working machines; machine tools for working stone, ceramics, concrete, asbesto-cement and like mineral materials or for working glass in the cold, other than machines falling within tariff heading No. 8449; machine tools for working wood, cork, bone, ebonite, hard artificial plastic materials or other hard carving materials, other than machines falling within tariff heading No. 8449: automatic copying lathes for working wood, equipped with 3 spindles or more, automatic profile-milling machines for working wood, equipped with 3 milling-spindles or more and band mills with electric- and air-operated carriage.

Little impact

MITI officials announced that these newly liberalized items accounted for less than 1% of base-year (1959) imports and brought the total liberalization of Japanese imports to 89%.

With few exceptions the newly liberalized commodities may offer little promise for U.S. export expansion, particularly in view of MITI's proposal to tie in tariff increases with liberalization in many cases.

Paper bags must show origin, Canada rules

Unprinted paper grocery bags and check-out sacks imported into Canada must be marked with the country of origin in legible English or French, effective May 1, 1963.

Bags and sacks from the United States may be marked, simply, "U.S.A." The name of the manufacturer, with city and state in which these products were produced, also will be considered proper marking.

These additions to Canada's list of imported articles which must be marked with the country of origin should be noted in the Department of Commerce publication, *Marking and Labeling Requirements of Canada*, World Trade Information Service report, Part 2, No. 61-91, November 1961.

Further information on articles appearing in this department, and on current foreign government trade and investment regulations, is available from the Office of International Regional Economics, Bureau of International Commerce, Department of Commerce, Washington 25, D.C., or as indicated in individual stories.

Italian factory project receives first EIB loan

Displaced shipyard workers gain from Rome-Treaty move

The first European Investment Bank (EIB) loan under the Rome Treaty's "trade adjustment assistance" provisions is aiding in the construction of a new factory which will employ Italian shipyard workers displaced as a result of Common Market trade liberalization measures.

The U.S. Mission to the European Communities in Brussels reports that on March 23 the EIB signed a 13-year loan agreement for $4.8 million at 5⅝% interest with the Construzioni Metalliche Finsider S. p. A. of Milan as part of the $10.5 million cost of a new factory in Livorno. Annual production capacity will be 100,000 metric tons of steel constructions. The project will provide permanent employment for 1,000 persons, some recruited from personnel made idle by reorganization of the Livorno shipyards.

An EIB press release called attention to the fact that this is the first intervention of the Bank "designed to promote new activities called for by the progressive realization of the Common Market, together with the readaptation of manpower engaged in a depressed sector."

Venezuela now requiring glycerine import license

Glycerine entering Venezuela now requires a prior-import license, the U.S. Embassy in Caracas reports.

The action on the item (tariff classification 512-03-00) was taken under a resolution published on April 4 in *Gaceta Oficial* and effective on that date. The new regulation does not apply to imports for which consular invoices were dated on or before April 4.

Greek industry aided by import decontrol move

Virtual embargo on machinery, spare-parts items is lifted in drive for expanded production

Greece has lifted import licensing controls on many machinery and spare-parts items, as provided by Decision No. 5560 (Jan. 19, 1963), effective Jan. 26, 1963, upon publication in the *Government Gazette*.

This is the first Government step to liberalize imports of certain machinery and spare parts which have been under virtual embargo since 1959. The measure, part of the over-all program to stimulate industrial development and production, is designed to help Greek manufacturers obtain badly-needed modern machinery for meeting the challenge of the Common Market, with which Greece became associated last November 1.

Freed items

Commodities freed from import-licensing controls include:

Transmission V-belts endless and open, and link belts; transmission belting of pure rubber, cotton, flax, and leather; bobbins of papier mache and cones for beaming machines; millstones; diamond-edge circular saws for processing marble; sickles; scythes, rakes, hoes, forks, pick-axes, mattocks; hayforks and gravel forks; saw blades; pruning scissors and grafting knives; 4-stroke gasoline engines up to 150 cubic centimeters and 2-stroke gasoline engines up to 100cc; gasoline motors for motorbikes, motor scooters and motorcycles; gasoline outboard motors; electrically-operated liquid fuel-dispensing pumps; ammonia compressors and condensers; scales for infants and bathroom scales; scales, household, graduated in grams; analytical scales for laboratories; automatic weighing mechanisms for platform scales; syringe-type flower sprayers; water meters; sprinkler heads; corn shellers; cotton-ginning machinery; electrical egg-graders for automatic egg-testing and weighing, and sorting eggs according to weight; wine-making machinery in general; and electrical poultry-plucking machines.

Also disc-separators for flour-milling (trieur); flour-mill machinery rollers; confectionery-making machinery except kilns; loom reeds; accessories for spinning, knitting, and weaving machinery—including picking sticks (knockers and swords), belts, pickers of plastic material, etc., except wooden bobbins and spools; sole leather-splitting machines; skidding machines and tanning machinery in general; shoe-manufacturing presses (sole-cementing presses); sole leather-cutting presses; marble-cutting and processing machinery, hand- and power-operated; woodworking machinery in general except band saws; oil-seed-pressing machinery; soap-manufacturing machinery in general except soap vats; machinery for sorting, packing, and cleaning leaf tobacco; poultry-feed mixers; mixers of industrial powders used in sub-soil and surface applications also suitable for preparing agricultural medicines, synthetic feedstuffs, etc., of a capacity of 100 kilograms and over; valves, sluices, taps, etc.; water, steam, and gas stop-valves; gas and liquid pressure reducers for building installations and household appliances; household electric fans and exhaust fans; cement-manufacturing kilns; disinfecting, sterilizing and medical autoclaves, of all types; electric arc-welding apparatus; hair-drying fixtures; electromedical apparatus (all kinds); and water gauges for measuring volume and rate of flow, having a diameter of over 2 inches.

Import licenses are still required for numerous machinery and spare-parts items. However, in February 1963, the Government exempted from import-licensing requirements certain foreign-investment projects and plant expansions approved under foreign-investment legislation.

Guinea circulates new legal tender, voids old notes

Francs can't cross border

A new Guinean currency was placed in circulation on Mar. 10, 1963, when the Central Bank of Guinea was authorized to issue new bank notes in denominations of 1,000, 500, 100, and 50 Guinean francs, the U.S. Embassy in Conakry reports.

Old notes ceased to be legal tender on March 11, and all old notes not exchanged before March 14 lost all value. They can no longer be used for payment or reimbursement of any kind.

The Embassy re-emphasizes, for the benefit of all interested parties, that export from or import into Guinea of any and all Guinean francs is illegal. Persons bringing Guinean francs into or out of Guinea are subject to arrest.

Foreign Contract Awards

Described below are recent contract awards for construction work and supply of equipment, materials and services. Although most of the work will be performed by the contracting parties, additional firms may be called upon to furnish assistance or services.

Supplemental information may be obtained on items designated by a star (★) from the Trade Opportunities Staff, Business and Defense Services Administration, Department of Commerce, Washington 25, D.C.

ARGENTINA—MATERFER, Argentine firm belonging to Flat group, awarded a contract valued at about $900,000, for supplying **12 passenger coaches, including rolling stock and spares,** to Uruguayan State Railways.

CEYLON — Ceylon Development Engineering Co., Ltd., Colombo, awarded contract valued at some $2.8 million (9,447,299.75 rupees) for **constructing Spillway Dam and Irrigation Intakes (Sluices),** Rajanqana Reservoir Scheme, North Western Province.

GREECE—Agricultural Bank of Greece awards International Ore & Fertilizer Corporation, 500 5th Ave., New York 36, N.Y., contract for **supplying 20,000 tons of ammonium phosphate fertilizers,** valued at approximately $1,162,000 cost and freight Thessaloniki, including agent's commission.

NIGERIA—BP-Shell Petroleum Refining Co. of Nigeria announced the award to Procon (Great Britain), Ltd., of main contract for **constructing proposed refinery near Port Harcourt.** Contract, valued at $9.8 million, covers construction of process plant, ancillary services, and associated civil engineering work.

Second major contract, for **constructing tanker jetty in Bonny River** near refinery, valued at $1,960,000, awarded to George Wimpey & Co., Ltd., British contractor. Project includes constructing jetty—principally of structural steel—and providing handling equipment for loading tankers.

PAKISTAN—Department of Investment Promotion and Supplies issues circular notices with details on **award of tenders:** VA-3/AID/406/66571/C-1/62/13, VA-3/AID/407/66572/A/63/19, VA-3/AID/408/66703/S-1/63/23, and VA-3/AID/L-53/66733/Inspection/62/E/24. Copies available.★

India's proposed new tax program waives super-profits-tax on some personal and corporate incomes

'Tax holiday,' 'development rebate' exempted income to gain from further exemptions in Finance Minister's draft budget

Super-profits-tax exemption is one of the most significant concessions under India's new tax proposals for the fiscal year ending Mar. 31, 1964, announced by the Finance Minister on April 16 (INTERNATIONAL COMMERCE, March 25, p. 35).

The incidence of this tax begins at net taxable income exceeding 6% of capital and reserves, the U.S. Embassy in New Delhi reports. As now proposed, income exempted from income tax and/or super-tax (corporation tax) under the "tax holiday" and "development rebate" investment incentive provisions are also exempted from the super-profits tax. The base for calculating the super-profits tax is the capital employed by way of equity plus reserves. "Reserves" essentially means earnings which could have been distributed to shareholders but instead have been retained as undistributed net profits. Reserves for depreciation and for development rebate, which have accrued by previous deductions from income, thereby lowering net taxable income, are not counted as part of the capital base for the purpose of assessing super-profits tax.

Exclusions

Companies may exclude from profits chargeable to the super-profits tax (1) 10% of total income before payment of any tax, provided that amount is used for repayment of debts, creation of additional fixed assets, payments of preference dividends in excess of 6%, or is credited to a reserve which cannot be used for any purposes except the foregoing for a 5-year period; (2) tax concessions for export earnings. Also excluded are dividends, royalties, interest on foreign loans, and fees paid to non-residents for technical services. The dividends referred to are believed to be inter-corporate dividends, but may be limited to dividends remitted to non-residents. Information now on hand is not clear on this point. Clarification will be published at a later date.

To provide benefit to smaller companies, a $10,500 minimum deduction will be allowed even if this is higher than the 6% taxable base of capital and reserves.

Payments to foreign employees will be exempted from the provision that a corporation cannot for tax purposes include as deductible expenditures any remuneration to employees which exceeds $12,600 per year for salary and perquisites.

In announcing the changes in the super-profits tax bill, the Finance Minister stated that this measure was identifiably different from India's general policies and laws governing profits, but refrained from saying how long it should remain in effect. Press reports indicate that business circles in India were disappointed that the concessions were not greater. The question of additional concessions may be raised in the course of Parliament's detailed consideration of the bills.

Togo import-export firm acts as state purchaser

Togo has established SOTEXIM (Societe Togolaise d'Importation et d'Exportation) as the purchasing agent responsible for supplies and equipment for all Government ministries and agencies.

SOTEXIM hopes to cut costs by buying in bulk rather than on a piecemeal basis as was done previously, and by purchasing certain equipment directly from manufacturers rather than through local expatriate firms. This new SOTEXIM activity should offer possibilities for U.S. exporters to sell certain commodities formerly handled by the expatriate trading firms, particularly office supplies and equipment.

Although SOTEXIM started handling Government procurement on February 1, for some months to come many of the purchases will continue to be made through local export-import firms, subject to SOTEXIM's review and approval. SOTEXIM is already purchasing cement for the Ministry of Public Works and cotton textiles for Government uniforms. As SOTEXIM gains experience, it intends to take over more and more of Togo's orders from trading firms.

Mexico extends duties to free zones

Pillows, bolsters, cushions and mattresses of all materials, carded cotton, and cotton wadding have been subject since March 15 to Mexican import duty when entering the free zones of Baja California and the northwestern tip of the State of Sonora. While now dutiable, these items are apparently still free from import control when entering free zones and perimeters.

In February and March, *Diario Oficial* listed 74 additional items as subject to import control. Of this number, 36 were from the list of 121 new and revised tariff descriptions reported earlier (INTERNATIONAL COMMERCE, April 8, 1963, p. 25). These items were in most cases previously classified in basket groupings and were probably already subject to import control; therefore, the total list of 74 items should not be considered newly subject to control.

Controlled

The 36 items in the new tariff descriptions—now specifically mentioned as subject to import control—include recording apparatus, organic and organo-metallic products used as raw materials for making colors derived from coal tar, lamp black, various chemicals, glass for mirrors and tinted glass, taximeters, cylinders or rollers of iron or steel, electric motors and speed-reducers, raw rubber with lampblack additives (restriction includes free zones and perimeters), potassium sulfate chemical fertilizers, and motor-driven mixers.

Items previously not subject to import control include standing or hanging clocks of all sorts and their separate and spare parts for assembly, cloves, pepper in the grain, radio-phonograph combinations (control extended to free zones and perimeters), electric hair-waving, curling, or drying apparatus, gaskets of leather or rubber, document paper, machines for making ice, fire-extinguishing apparatus, automobiles equipped for fire-fighting, circular brushes of any kind for machines, and driving chains of iron or steel.

Detailed information on the recent tariff modifications may be secured from any Department of Commerce field office or from the American Republics Division, Bureau of International Commerce, Washington 25, D.C.

Plastic floor coverings, take-apart children's furniture available

U.S. licensees sought for German furniture which also combines to form toys; new floor covering produced in continuous strips needs no stamping or cutting of squares, Dutch firm says

Manufacturing firms in Germany and the Netherlands have product licenses to offer interested U.S. companies to make take-apart children's furniture and plastic floor coverings produced by an extrusion process.

• A German furniture manufacturer seeks U.S. licensees for its special children's furniture. The furniture is of simple and solid construction with only a few standard elements and units such as frames and plastic-coated boards, the firm says. There are unlimited possibilities to combine the parts to fashion varied furniture as well as toys.

The furniture units can easily be assembled and dismantled to permit modification and save space when being transported or stored. There is a good selection of colors and styles for children.

High chairs, fire trucks

This multipurpose, novelty furniture can serve children from birth to school age and can be adapted to the changing requirements and wishes of a child in its younger years. It can be used as a piece of furniture and, if desired, can be converted very easily into different toys. Then, the units can be reconverted into various articles of furniture.

Some of the finished articles include a bassinet with rollers, high chair, walking chair for toddlers, chair and rocking chair of different height, bench, tables, writing desk and shelves. The range of toys includes doll beds and vehicles of all kinds such as fire trucks and crane trucks.

Additional information on this special furniture is available on a loan basis from the Office of International Investment—File 1083, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

• A manufacturer of polyvinylchloride floor coverings, produced by an extrusion process, seeks a U.S. licensee. The firm claims its method of producing floor coverings is unique.

A series of machines in a line produces a continuous strip of floor covering and cuts it into specified lengths which are then ready to be used. By this process, stamping or cutting out squares of covering, with the accompanying waste of material, is avoided.

The manufacturer will also sell a U.S. licensee the necessary machinery, which is not expensive, the firm reports.

The name and address of the Dutch manufacturer is available from the Office of International Investment—File 1082, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Technical help needed to make auto parts

A recently organized Indian firm is seeking a joint venture with U.S. investors qualified to provide technical know-how to manufacture automobile parts.

Among the items it plans to produce are steering wheels, tie rod ends, universal joint cross assemblies and intake and exhaust valves.

The firm has been issued a license by the Indian Government to manufacture these items.

For further details write to the Indian Investment Centre, 630 Third Ave., New York 17, N.Y.

Beef cattle industry venture sought in Haiti

A newly incorporated Haitian firm is in need of U.S. capital to establish, on a joint-venture basis, a cattle raising, slaughtering and beef marketing operation.

The 10 founders are said to have had experience in agronomy and animal husbandry.

The company has a limited amount of capital available.

Write SOHADACO, 120 Rue Dantes Destouches, Port-au-Prince, Haiti, Box 1232.

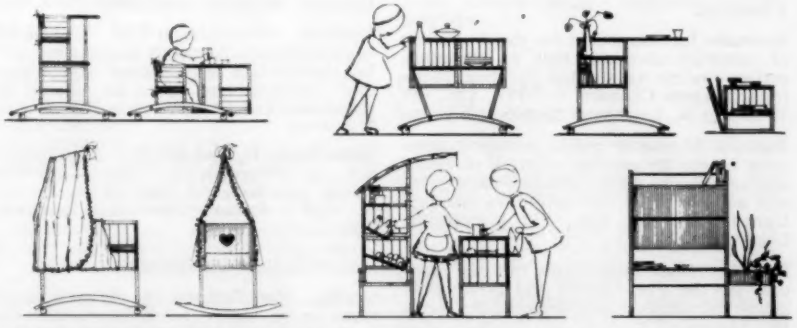
Uganda airborne geophysical survey made

Reports available; prospecting, mining rights to be considered

A geophysical survey of western Uganda is available to U.S. investors.

The electromagnetic, magnetic and radiometric survey results cover a 2,000-sq.-mi. area in western Uganda which is considered to have potential sulfide ores. The area is on the eastern side of the western Rift Valley opposite the Vilembe copper mine.

Applications to prospect under an exclusive prospecting license, with guaranteed mining rights, will be considered following equitable dissemination of the survey report. Applications may cover a part or the whole of the area.



FROM TOYS TO CHILD'S FURNITURE: Standard elements and units can combine to form these and other furniture pieces for young tots up to school age, a West German furniture firm claims.

Survey flying was carried out at quarter-mile spacing between flight lines and 3 geophysical systems were used: (1) Gulf flux-gate magnetometer Mk. III; (2) A.B.E.M. rotary-field, two-plane system of E.M. survey; and (3) U.K. A.E.R.E. 1531B scintillation counter.

The report, "Airborne Geophysical Survey of Three Regions in Uganda" part 2, (Region 1) is priced at $4.30.

A complete set of large-scale overlays to uncontrolled mosaics is also available which includes 25 sheets each of electromagnetic, magnetic results and radiometric results. The price for the complete set of 100 sheets is $75, plus postage.

Copies of the report and the detailed map sheets may be obtained by writing the Geological Survey of Uganda, P.O. Box 9, Entebbe, Uganda.

The Geological Survey of Uganda has carried out a detailed ground follow-up on selected anomalies using geochemistry, ground geophysics and geological mapping, reports state. The results of this work will be open to inspection, by appointment, at the Geological Survey Headquarters in Entebbe to any company genuinely interested in taking up a license to prospect the area.

U.S. manufacturers of varied products or equipment offered overseas business

Chemicals, meteorological rockets, prefab factory buildings, specialized industrial equipment interest 11 producers

Eleven firms from Scotland to Australia seek U.S. technical know-how.

The companies, all from industrialized countries, seek licenses to manufacture asphalt and concrete-making equipment, various chemicals and chemical products, fabricated metal products for the automobile industry, prefabricated factory buildings, heavy-duty fans, pneumatic equipment, rockets and generators for meteorological purposes.

Asphalt, concrete making

Scotland. Manufacturer of quarrying, brick-making, mining and mechanical-handling machinery seeks reciprocal licensing arrangements. Wants to make vibrating screens and concrete-batching and asphalt-making equipment and offers licensing rights for its machinery. Keir & Cawder, Ltd., Kirkintilloch Rd., Bishopbriggs, Glasgow.

Chemicals

Australia. License sought for the production of industrial chemicals such as lubricants, surface-coating agents and building chemicals. Magnus Chemical Co. Pty., Ltd., 30-36 George St., Leichhardt, New South Wales.

England. License or cross-licensing arrangement sought for making all types of industrial and marine paints, specialty paint products and protective and decorative coatings. United Paint Co., Ltd., 170 Bishopsgate, London E.C.2.

Italy. Oil refiner seeks license to make products for the dye, varnish and printing-ink industries. Oleificio del Garda, Biale Liberta 161, Monza.

Spain. Chemical manufacturer seeks license to produce CF_2Br or $CBrF_3$ as substitutes for methyl bromide which may be banned for fire-extinguishing purposes in Spain. Derivados del Etilo, S.L., Calle de la Verneda 180 y Guipuzcoa 153, Barcelona.

Sweden. License sought for the production of adhesives, coatings, cleansing compounds, washing detergents and other similar household products. AB Grafisk Farg, Bromstensvagen 152, Vallingby.

Fabricated metal products

France. Manufacturer of piston rings, fittings, and other products for the automobile industry wants to increase and diversify its activities through licensing agreements with U.S. manufacturer of similar articles in view of future joint-venture operations. Intartaglia, Trezzy, Dupond, Rue du Lavoir, Limoges (Haute-Vienne).

Spain. Construction firm seeks license to make prefab factory buildings. Bartolome Ribas y Cia, S.A., Avda Santa Cruz 21-35, Cornellá de Llobregat (Barcelona).

General industrial machinery

England. Manufacturer of air-handling equipment seeks license to manufacture aerofoil-bladed fans for induced and forced-draft and axial-type fans. Air Control Installations, Ltd., 430 Victoria Rd., Ruislip, Middlesex.

Netherlands. License sought for the production of pneumatic equipment, including valves, cylinders and transmission systems. N. V. Berk & van Wingerden, 8 Kreekweg, Zwijndrecht.

Meteorological equipment

Sweden. Manufacturer of electrical appliances seeks license to make rockets and hydrogen generators for meteorological purposes. AB Elektro-Gennel, Tunnelgatan 19 A.

U.S. machinery, skills needed in Latin America

Four Latin American firms seek U.S. machinery, technical collaboration, capital and licenses for varied projects in Brazil, Chile and Colombia.

Two firms have projects that involve the manufacture of refrigeration, air-conditioning and other household equipment or of glazed ceramic tile. Other companies plan to establish a talc milling operation or expand a metals marketing operation.

Talc milling. A Brazilian firm which is engaged in the mining, milling and marketing of talc wants U.S. capital and technical collaboration to set up a milling operation in São Paulo. It owns 1,210 acres of talc-mining concessions, 500 acres of which are said to contain the best grade of talc in Brazil.

Write Soc. Bahiana de Talco, Ltda., Caixa Postal 455, Salvador, Bahia, Brazil.

Ceramic tile. An engineering consulting firm in Chile seeks a U.S. license, machinery and know-how to manufacture glazed ceramic tile. Initially, production of 5 million tiles a year is proposed.

Write to Icer Ingenieros, Ronald Soto P., 812 Moneda, Santiago, Chile.

Metals marketing. An established wholesaler of iron, steel and nonferrous metal in Brazil is willing to grant a 40% share in his firm to U.S. interests prepared to invest $310,000. The increased capitalization would be used to help expand marketing and warehousing operations in that country.

Write Albino Silva Comercio S.A., Ave. Marques de Olinda No. 191, Recife, Brazil.

Household equipment. A Colombian manufacturer of refrigeration and air-conditioning equipment seeks U.S. capital for expansion purposes. The firm is willing to grant equity participation up to 49%.

Plans also call for expansion into other fields of household equipment designed for domestic and export consumption. The company also owns a subsidiary in the plastics field.

For further information write on company letterhead to Office of International Investment—File 2-3632-2, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

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Public address systems requested by Korea

The Office of Supply, Government of the Republic of Korea, invites bids for the supply of 12 sets of public address equipment for military use.

Each set will consist of one 70-watt PA amplifier with built-in radio tuner, one record player, twenty-three 7-inch, 3-watt speakers, two "dynamic-phones" with stand and microphone cables, and two 20-25 watt trumpet speakers.

Included in the bid announcement are 22 items of medical equipment such as a bubble trap and filter, arterial filter, tongue roller pump, oxygenator level sensing electrodes, scintillation probes, well counter, binary scaler, dosimeter detector stand, dual timer, count ratemeter, radiation analyzer, survey meter pipetting device, remote handling tongue, remote forceps, pulmotest, respiratory valves, and photofluorometer.

The closing date for submission of bids under Invitation to Bid No. KFX-3032-S is May 15.

Copies of the tender documents, specifications and instructions may be obtained from Mr. Chung Soo Park, Procurement Attache, Korean Embassy, 2320 Massachusetts Ave., N.W., Washington 8, D.C. Copies of the specifications are also available for review in the Electronics Division, BDSA, rm. 4125, or in the Scientific, Photographic and Business Equipment Division, rm. 4132, Department of Commerce, Washington 25, D.C.

Argentina asks bids on fair pavilion

The Argentine State Secretariat of Commerce, Secretaria de Estado de Comercio, invites bids for the construction and exploitation of the Argentine Pavilion at the New York World's Fair 1964-1965.

The successful bidder, in addition to paying for rental of the space at the fair, is obligated to build and maintain the Argentine Pavilion, as well as demolish it at the termination of the fair. This bidder will be entitled to rent exhibition space to Argentine firms promoting the sale of Argentine products.

The deadline for submittal of bids is 4 p.m., May 6.

Copies of specifications can be obtained free of charge from Secretaria de Estado de Comercio, Departamento de Compras y Suministros (Division Compras), Avda. Pte. Julio A. Roca 651, 3er. Piso, Buenos Aires, Argentina.

One copy of the tender terms, in Spanish, is available for review in the Building Materials & Construction Industries Division, BDSA, rm. 4002, Department of Commerce, Washington 25, D.C.

Indian firm extends plant equipment bids

The Deputy General Manager of Hindustan Machine Tools, Ltd., Jalahalli, P.O., Bangalore 13, India, announces that the bid deadline for Ref. No. Proj./HMT IV/300.01 covering inspection equipment, gages, heat treating equipment, central clock system, spray painting equipment, and various laboratory and office equipment has been extended to May 16, from April 25, (International Commerce, April 1, p. 34 and March 27 issue of Commerce Business Daily).

Copies of the tender notice and specifications are available from the Metalworking Equipment Division, BDSA, Department of Commerce, Washington 25, D.C. (Telephone: WO 7-2723.)

Gibraltar firm wants car-rental contacts

A Gibraltar firm operating a fleet of cars which it rents to tourists wishes to enlarge its operation.

Under its expansion program it seeks to become the Gibraltar representative of a U.S. car rental system so arrangements can be made with American credit card systems to honor cards when renting its cars.

Additional information is available by contacting direct Car Sales and Services, Ltd., 63 Main St., Gibraltar.

A WTD report dated March 5, 1963 is available from Commercial Intelligence Division, Department of Commerce, Washington 25, D.C.

Experienced divers needed in Venezuela

Mr. Francisco J. Martinez Salas, President of C. A. Vosica, Caracas, Venezuela, has requested the U.S. Embassy's assistance in establishing business connections with a U.S. company which can provide experienced divers and technical assistance.

The company has outlined their need for a definite connection with a U.S. company that has and can furnish a steady supply of experienced divers.

By working together on a joint basis when a large project is being studied, the U.S. and the Venezuelan companies together could submit a bid using the local company's equipment with the U.S. firm supplying the extra manpower and technical assistance needed.

Additional data is available on loan from Trade Opportunities Section, BDSA-111, rm. 4319, Department of Commerce, Washington 25, D.C. (Telephone: WO 7-2498).

A WTD report dated 3/21/63 is available from the Commercial Intelligence Division, Department of Commerce.

Iran seeks bids for power line

The Ministry of Post, Telephone & Telegraph (PTT) invites bids for the supply and erection of a high voltage 20 kv, 500 kva power line between Kamalabad and Halghe-Darreh.

The tender includes 1,500 meters of low voltage cable, four 250 kva transformers and accessories, switchgear, armoured underground cable and low voltage distribution panels. The bid deadline is May 21.

Specifications are available from the Ministry of PTT, Purchasing Dept., Avenue Kushk, Opp. Tehran Club, Tehran, Iran.

A copy of the specifications is available for review only in rm. 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington 25, D.C. (WO 7-4242).

South Africa plans new airport, road

Tenders for the construction of the new Windhoek International Airport, to be constructed approximately 27 miles east of Windhoek, and a tarred road from Kapps Farm to the airport, will be called for soon.

The proposed airport will have a 9,000-foot runway with provisions for extension to 14,000 feet. The runway will be 150 feet wide, with gravel cross-runway 5,000 feet long, 100 feet wide.

The design of runways, taxiway, apron, and terminal is completed. Estimated cost of the project is approximately $1.6 million (R1,200,000.00) excluding costs of extending tarred road from Kapps Farm to the airport.

Interested firms may write to the Roads Dept., South West Africa Administration, Windhoek, S.W.A., South Africa for details.

Singapore requests tenders for solvent extraction plant

The Singapore government is obtaining bids from U.S. firms supplying "turnkey" installation services for a solvent extraction plant for vegetable oils.

On the basis of a study prepared by the Economic Development, (EDB), the Singapore government believes that the establishment of a solvent extraction plant for vegetable oils is highly feasible.

Capacity of 200 tons daily of oil cake is envisaged, using a horizontial basket extraction system.

Copies of the EDB's industry information sheet, "Solvent Extraction Plant for Vegetable Oils", containing a detailed analysis of the proposed operation are available on loan from the Trade Opportunities Section, Commodity Export Promotion Staff, BDSA-111, Rm. 4319, Department of Commerce, Washington 25, D.C. (WO 7-4675).

India offers data on non-project loan

Interested exporters may wish to contact Mr. Iengar, Secretary, Ministry of Commerce & Industry, New Delhi, India, for further information in regard to the eligible items under a non-project loan to India. (*International Commerce* 4/15/63, page 24.).

Cyprus asks bids for pilot boat

The President of the Tender Board, the Treasury, Nicosia, Cyprus, has invited tenders for a used pilot boat in nearly new condition, or the construction of a new vessel.

The boat is required to be about 48 ft. long, 12 ft. wide, with a draft of 6 ft., 4 in. It should have a maximum speed of 10 knots with twin engines.

A limited number of copies of the specifications are available on loan in rm. 4318, Transportation Equipment Division, Department of Commerce, Washington 25, D.C. The bid deadline is May 11.

Italy offers market for anti-friction bearings

Although Italy in 1962 remained a net exporter of anti-friction bearings, strong domestic demand surpassed production expansion and stimulated a growth of imports again exceeding that of exports.

As a result, imports, estimated at 8.3 billion lire ($13 million) reached 80% of exports, valued at approximately $16 million.

In 1963, demand is expected to continue to increase. As in the past several years, high domestic demand and strong foreign competition were the primary factors behind the growth of bearing imports into Italy. It also seems certain that there has been some decline due to the lagging production at home by the heavy machinery and special machine tools industries thus effecting increase imports of heavy-duty roller and conical bearings.

The U.S., although again ranking third among Italy's suppliers of bearings, enjoyed a notable increase in sales of both ball and roller bearings from less than 13% in 1961 to approximately 16% in 1962. The U.S. sold Italy approximately $2.2 million in 1962 as compared with $1.5 million in 1961.

Regardless of Italy's plans to improve its net export position in the anti-friction bearing field, American producers should continue to find new sales opportunities as Italian bearing consumption increases. This will be especially true in the case of heavy-duty conical and roller bearings, where Italian production is lagging and is very limited, and where quality is considered more important than price.

Bids on transformers requested by India

The Office of the Chief Engineer is requesting tenders for the supply and erection of 19 transformers and accessories to be used in the second stage of the Koyna Hydro Electric Project.

Tender no. K-EL/II/G-4 is estimated to be valued at $1,722,000. The bid deadline is May 20.

Tender forms and specifications may be obtained from the Office of the Chief Engineer, (electrical), Koyna Hydro-Electric Project, Mercantile Bank Bldg. Mahatma Gandi Rd., Bombay 1, India upon receipt of $10.50 per set.

A copy of specifications is available for review only in rm. 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington 25, D.C. (WOrth 7-4242).

South Africa needs VHF radio transmitter

The Secretary, State Tender Board, Pretoria, South Africa invites bids on behalf of the South African Air Force for the supply of a complete (50 watt) amplitude modulated transmitter-receiver vhf installation, housed in a durable steel cabinet, for air-ground radio telephone communication in the frequency range 115-145 mc.

Provision must be made for one hundred percent standby equipment in the same cabinet. Intended procurement includes accessories such as microphones, crystals, interconnecting cables, antennas, spare parts, technical manuals, and parts lists.

The closing date for bids under Tender no. F.T. 1859/5 is May 20 to the above at P.O. box 371, Pretoria. A copy of the tender document and a copy of the specifications are available for review in the Electronics Division, BDSA, rm. 4125 Department of Commerce, Washington 25, D.C. (Tel: WO 7-2334).

New Zealand company seeks industrial chemicals

Wm. Scollay & Co., Ltd., 20 Victoria St., Wellington, C. 1., New Zealand, has requested quotations on chemical materials for the fertilizer, paper and pulp industries. Included are kibbled sulfate of alumina; salt cake, sodium sulphate, anhydrous; salt; fine powdered aluminum sulphate; urea; muriate of potash; sodium nitrate; cobalt salts; potassium and potassium salts; ammonium nitrate; sulphate of ammonia; basic slag; gum rosin, grade to wg. or ww.

A list of specifications, packing and shipping instructions and desired quantities is available on loan from Trade Opportunities Staff, BDSA-111, rm. 4319, Department of Commerce, Washington 25, D.C. (Telephone: WO 7-4675.)

A WTD report dated February 26, 1962 on this firm may be obtained from the Commercial Intelligence Division.

UAR will construct water conversion plant

The Egyptian General Desert Development Organization invites tenderers for the supply and erection of a complete plant for the conversion of sea water to fresh water.

No bid deadline has been set.

The required output is 250 mt. per day and sea water will be obtained from the Mediterranean Sea at Mersa Matruh.

Tenders may be obtained from the Egyptian General Desert Development Organization, 70 El Gomhouria St., Cairo, Attn: Engineering Dept. A copy is also available on a short term loan basis to firms located in the U.S. from the General Industrial Equipment Division, BDSA, rm. 4022, Department of Commerce, Washington 25, D.C. (Telephone: WO 7-5589).

Refrigeration equipment sought by Greece

The Agricultural Products Technical Equipment Co., (ETEAP), of Athens, Greece offers a tender for the supply and installation of the necessary mechanical, electrical, and plumbing equipment in nine refrigerating plants.

These refrigerating plants are to be constructed at Pyrgos, Tripolis, Trikala, Larissa, Almyros, Katerini, Volos, Ioannina, and Serral.

This tender closes May 28. Bids should be submitted to the above-named government agency, at 5 Chalkokondyli St., Athens.

A copy of the tender is available on a short-loan basis to firms located in the U.S. from the Department of Commerce, General Industrial Equipment and Components Division, rm. 4022,★ Washington 25, D.C. (Telephone: WO 7-5589).

TV plant bids invited by Syria

The government of Syria has announced a tender for the supply of a complete factory for the assembly of television sets and the production of spare parts.

The plant will have an annual capacity of 15,000 21 or 23-inch sets and 5,000 17 or 19-inch sets. Production will include the manufacture of wood or plastic cabinets. Bids should include provision for training of local employees. Syria uses the 625-line European TV system as recommended by CCIR.

The bid deadline is May 25. Copies of the tender documents are available at a cost of 200 Syrian pounds (about $52.75) each from the General Authority for Executing Industrial Enterprises, Ministry of Industry, Damascus, Syrian Arab Republic.

U.S. farm machinery interests Bangkok firm

Louis T. Leonowens, Ltd., of Bangkok, is interested in U.S. farm machinery and equipment for both purchase and agency basis.

The Bangkok firm is a large import house handling consumer items as well as hardware, tractors, agricultural implements and equipment.

Mr. H. B. Vil, its representative, visited the U.S. Trade Center's Farm Equipment Exhibit at Bangkok and examined the small farm machinery, implements and equipment on display.

A WTD report is current.

For further information, contact can be made with Mr. Vil, at Louis T. Leonowens, Ltd., G.P.O. box 791, Bangkok, Thailand.

Japanese firm may use netting, rope machinery

The Fukui Fishing Net Company, Ltd., of Toyohashi, Japan, is contemplating the purchase of additional netting machines and rope making machinery. Although most of the machinery now at its plants is of Japanese manufacture it is contemplating the purchase of other machines in their newest plants. These machines are to be used in making fishing and other neeting from various synthetic fibers including nylon.

The U.S. Consul at Nagoya requests that manufacturers of netting and rope making machinery forward their catalogues and price lists to the Fukui Net Company, Ltd., 34 Kagita-cho, Toyohashi, Aichi Prefecture, Japan.

Bid deadline extended

The Department of Government Electrical Undertakings, Colombo, Ceylon, announces that the bid deadline has been extended for construction of Minneriya Hydroelectric Scheme from April 9 to May 14 (International Commerce, February 11, p. 32).

Additional technical information is available for review only in rm. 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington 25, D.C. (Telephone: WOrth 7-4242.)

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

■ indicates tenders invited by foreign borrowers under Agency for International Development (AID) loans. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington 25, D.C., Room 4319, Telephone WO 7-4675.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicate opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing International Activities Staff, Attention E. Craig Wilton, BDSA, Department of Commerce. NCIA following indicates no commercial information available. If copies of the interview report from which these opportunities were developed are desired, please indicate I.R. number in request.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated.

011 Field Crop Farms

SINGAPORE—Wheat grains for manufacturer of flour, 5,000 long tons. Mr. Cheng Tsang Man, Managing Director, Prima, Ltd. (manufacturer), P.O. box 6, Maxwell, Singapore 2. WTD 2/28/63.

■ **VIETNAM**—Raw cane or beet sugar, 30,000 mt., in three lots of 10,000 mt. each. Limited worldwide (901). Bid deadline May 9. Cong Ty Duong VietNam, 193-203 Tran Hung Dao, Saigon. Additional Requirements.★

019 Commercial Farms

ENGLAND—Horticultural products: seeds, bulbs, plants. Direct purchase and agency. The Mark Lane Seed Co., (importer, exporter, wholesaler), 219 Bishopsgate, London. E.C.2. WTD 2/28/63.

100 Metal Mining

ENGLAND—Nonferrous ores. Direct purchase and agency. J. W. Kent, (Foreign Trade), Ltd., (exporter, importer), 408 Strand, London, W.C.2.

149 Nonmetallic Minerals

BRAZIL—Asbestos, long fiber. Jose Vieira da Cunha S.A., (importer, distributor), Caixa Postal 6731, Sao Paulo.

195 Small Arms

ENGLAND—Sporting guns, air guns, .22 rifles. Direct purchase and agency. Pegley-Davies, Ltd., (importing distributor, manufacturer), Hersham Trading Estate, Walton-on-Thames, Surrey. WTD 8/17/62.

200 Food

CEYLON—All kinds of foodstuffs. People's Trading Corp., Ltd., (importing distributor) P.O. box 222, Colombo. WTD 3/1/63.

ENGLAND—All types of canned goods and dried fruit; requests replies from producers only. Direct purchase and agency, for United Kingdom. H.&T. Walker, Ltd., (importer, sales agent) 37 Eastcheap, London E.C.3. WTD 3/21/63.

Canned foods, meats, fruits, vegetables, fish, frozen meat and fancy meat; canned foods to include all consumerpacks and catering packs, frozen meats and fancy meats to include all beef offals; requests direct dealing with canner or processor. Direct purchase and agency. Foodwell, Ltd., (commission merchant, manufacturer's agent), Battlebridge House, 87-95 Tooley St., London, S.E.1. WTD 9/26/62.

FRANCE—Frozen food including fruit juices; correspondence preferred in french. Vivagel, (importer and dealer), 52 rue de Lisbonne, Paris 8e.

Canned food such as vegetables, fruit, meat, fish; jam, chocolate, confectionary, biscuits; correspondence preferred in French. Direct purchase and agency. G. Soreau & Cie, (importer and agent), 16-18 rue Dubrunfaut, Paris 12e.

Rice, peas, beans, lentils. Direct purchase and agency. Societe Commerciale Francaise de l'Indochine, (import, export), 28 rue Bayard, Paris 8e. WTD 1/9/63.

201 Meat Products

BARBADOS—Frozen chickens and chicken parts in one and two lb. pkgs.; name brands preferred. T. Geddes Grant, Ltd., (importer, commission agent), Bolton Lane, Bridgetown. WTD 10/8/62 on parent company of same name.

202 Dairy Products

BURMA—Full cream sweetened condensed milk: Requirement 420,000 cases (48x14 oz. tins); minimum specifications—butterfat nine percent, milk solids 31 percent. Full cream unsweetened evaporated milk: Requirement 105,000 cases (48x16 oz. tins); minimum specifications—butterfat eight percent, milk solids 29 percent. Tender no. 56, SQI-63, will be received by Chairman, Civil Stores Committee No. (2) Rangoon, Burma, up to 12 Noon, May 6.★ (Telephone: WO 7-4793.)

203 Canning, Preserving Foods

ENGLAND—Frozen vegetables of all kinds. Direct purchase and agency. Smedley's, Ltd., (manufacturer, importer, exporter), Whyteleafe, Surrey. WTD 1/25/62.

Canned foods: California figs, pimentos, prune juices. Direct purchase and agency. Mark Lane Milling Co., Ltd., (importer), 196 Tower Bridge Rd., London, SE.1. WTD 11/9/60.

204 Grain Mill Products

ENGLAND—Grains and animal feedstuffs. Direct purchase and agency. Schwarz & Co., (Grain), Ltd., (importers, exporters, brokers, sales agents), Colonial House, 24/25 Mark Lane, London, E.C.3.

SINGAPORE—Soft white wheat, 8-9% protein content; hard red winters or springs with higher protein content; urgently requests CIF Singapore prices. Mr. Cheng Tsang Man, Managing Director, Prima Ltd., (manufacturer), P.O. box 6, Maxwell, Singapore 2. WTD 2/28/63.

220 Textile Mill Products

AUSTRALIA—Soft furnishing fabrics (woven). Direct purchase and agency. Sellers Fabrics, Pty., Ltd., (manufacturer), 6 Bowden St., Alexandria, N.S.W.

ENGLAND—Furnishing fabrics of all types. Direct purchase and agency. N. Clayman, Ltd., (manufacturers agent, sales agent), 19, Hanway Works, Hanway St., London, W.1.

FRANCE—Cotton yarn, blanket fabrics; correspondence preferred in French. A. Parent & Fils, (manufacturer), 8 rue des Bouchers, Lannoy (Nord).

Manmade fiber fabrics; fabrics made with special weaving looms; correspondence preferred in French. Direct export and agency. Truffaut & Bony, (manufacturer), 8 rue de l'Alma, Roubaix (Nord).

Textile fabrics, all kinds; correspondence preferred in French. Direct export and agency. A. Lamaire & Fils, (manufacturer), 4 rue des Ateliers, Halluin (Nord).

Cotton, linen and manmade fabrics, upholstery fabrics; correspondence preferred in French. Direct purchase and agency. Mulliez Freres, (manufacturer), 171 rue Pellart, Roubaix (Nord).

Cotton yarn, blankets; correspondence preferred in French. Direct purchase and agency. Betremieux-quint, (manufacturer), rue de la Briqueterie, Hem (Nord).

IRAQ—Cotton, woolen and rayon piece goods. Direct purchase and agency. Al Haj A. W. Hadi Al-Askeri, (importer, wholesaler), Khan Kubba al Kabir, Baghdad. WTD 3/22/61.

222 Broad Woven Fabric Mills, Products

AUSTRALIA—Fabrics suitable for men's ties; acetate, viscose or any man-made fiber. Hubbard & Co., Pty., Ltd., (manufacturer), 561-7 George St., Sydney. WTD 3/6/63.

CEYLON—Cotton textiles, the value of which should not exceed $0.42 per yd. People's Trading Corp., (importing distributor), P.O. box 222, Colombo. WTD 3/1/63.

ENGLAND—Manmade fiber fabrics for men's and womens' outer wear. Direct purchase and agency. Ferrers le Mesurier, (sales agent), Flat 5, 4 Stanhope Rd., Highgate, London. N.6. WTD 3/4/63.

Satin for padded greeting cards. Direct purchase and agency. Ferrers le Mesurier, (publisher), 2/5 Dingley Pl., City Rd., London EC.1. WTD 6/28/62.

FRANCE—Light manmade fabrics for men's clothing; correspondence preferred in French. Direct purchase and agency. E. Prouvot & J. Bernard, (manufacturer), 11 rue des Lignes, Roubaix (Nord).

224 Narrow Fabrics, Smallwares Mills, Products

FRANCE—Viscose ribbon; correspondence preferred in French. Les Textiles de Leffrinckoucke, (manufacturer), Rue Marcel Reunaert, Leffrinckoucke (Nord).

225 Knitting Mills, Products

FRANCE—Ladies' knitted wear of a novelty character; correspondence preferred in French. Direct purchase and agency. Ets. Perfils, (manufacturer), 88-88bis rue du Faubourg-du-Temple, Paris 11e.

228 Yarn, Thread

BELGIUM—Yarn—Stocklots of cotton, spun rayon, wooden yarns for the Congo market; requests replies from manufacturers only. Belgianmatex, (importer, exporter, commission agent), 9 Ave. St. Anne, Strombeek—Bever. WTD 2/11/63.

FRANCE—Manmade fiber yarns; correspondence preferred in French. Direct purchase and agency. Manufacture de Laines Filees, (manufacturer), 27 rue d'Iena, Roubaix (Nord).

Nylon yarn for the manufacture of stockings; correspondence in French. La Bergerie—Ets. Poreaux, (manufacturer), 53 rue Jean Jaures, Fourmies (Nord).

Yarns, goat-hair, cotton; correspondence preferred in French. Les Textiles de Leffrinckoucke (manufacturer), Rue Marcel Reunaert, Leffrinckoucke (Nord).

Cotton, wool and manmade fiber yarns for manufacturing knitted wear; correspondence preferred in French. Societe Nouvelle d'Exploitation Jaf-Chesterfield, (manufacturer), 10 rue de la Banque, Paris.

229 Textile Goods

● **CEYLON**—Manila rope, standard quality, three-strand, circumference ½ inch to 14 inches, coils of 120 fathoms each, quantity, 2,294 coils. Bid deadline June 25. Chairman, Tender Board, Ministry of Finance, P.O. box 500, Colombo.★ (Telephone: WOrth 2-4294).

ENGLAND—Nylon or similar monofilament in bulk coils or bobbins for fishing purposes. Direct purchase and agency. Pegley-Davies, Ltd., (importing distributor, manufacturer), Hersham Trading Estate, Walton-on-Thames, Surrey. WTD 8/17/62.

FRANCE—Nylon and manmade fiber waste, regenerated carded nylon; correspondence preferred in French. Direct purchase and agency. P. Deprez & Cie, (manufacturer), 71 rue de Lille, Tourcoing (Nord).

■ **KOREA**—Wool, combing type, scoured combing fleece 58's, 56's length, 2½"/5, 21,-620 lbs. C&F Pusan. U.S. or non-U.S. flag vessel. PA#489-1801-898-356-3007. Limited worldwide (898). Quotation deadline May 12. Dae Myung Worsted Spinning Co., Ltd., #53 Suhsomoon-Doong, Suhdamoon Ku, Seoul. FFA-SAI-3-268. Copies of all offers should be sent air mail to the Bank of Korea, Seoul, Attn: AID Section, and to the Director, US AID, Seoul, c/o American Embassy, Seoul.

230 Apparel

ENGLAND—Baseball uniforms: suits, caps, socks, other items; special orders, complete with team names embroidered on shirts. Direct purchase and agency. J. Langdon & Sons, Ltd., (manufacturer, exporter, importer, wholesaler), Duke St., Liverpool 1. WTD 5/31/62.

Men's, boy's and ladies' casual wear at popular prices. Direct purchase and agency. K. H. Kostelnik & Co., (sales agent), Langham House, 308, Regent St., London W.1. WTD 3/30/62.

FRANCE—Textile products such as household linens, worksuits; correspondence preferred in French. Direct purchase and agency. Mulliez Freres, (manufacturer), 171 rue Pellart, Roubaix (Nord).

KUWAIT—Wide variety of ready-made clothing for women and men; men's trousers for summer and winter wear; women's and men's pajamas; requests replies from manufacturers only. Gulf Store, (general merchandise), P.O. box 174, Kuwait. WTD 10/6/60.

232 Men's and Boys' Clothing

AFGHANISTAN—Military shirts, nylon, cotton, or woolen; requests CIF Khorramshahr, Iran and Karachi, Pakistan price quotations and descriptive brochures. Professional Overseas Trading Co., Ltd., (importer, wholesaler), S. Habib Bldg., 2nd fl., rm. 1, Municipality St., Kabul. WTD 6/25/53.

238 Apparel and Accessories

FRANCE—Fine cotton handkerchiefs for men, low price; correspondence preferred in French. Manufacture Parisienne de Mouchoirs Fantaisie, (manufacturer), 24 rue St-Lazare, Paris 9e

239 Fabricated Textile Products

FRANCE—Light fabric bed sheets, household linen; correspondence preferred in French. Direct purchase and agency. Georges & Fernand Herbin, (manufacturer), 1 blvd Faidherbe, Cambrai (Nord).

Household linen all kinds; correspondence preferred in French. Direct purchase and agency. Florimond Peugnet s.a., (manufacturer), 25 blvd de Berlaymont, Cambrai (Nord).

240 Lumber, Wood Products

SCOTLAND—Hardwood veneer logs, lumber, veneers, wood products. Direct purchase and agency. W. I. Brine & Sons, (Edinburgh), Ltd., (importers, exporters, veneer manufacturers), 44 Queen St., Edinburgh, 2.

242 Sawmills and Planing Mills

FRANCE—Lumber, pitch pine, douglas fir, oak; correspondence preferred in French. Direct purchase and agency. Ets. Alfred Reinhold, (dealer), 20 rue Felix Faure, Vincennes (Seine).

● **SOUTH AFRICA**—2,630,420 board feet of Douglas fir lumber and timbers; tender no. A-9701, bid deadline 9:00 a.m. May 10. Chairman, South African Railways Tender Board, rm. 102 Sandvelt Bldg., 3 Plein St., Johannesburg.★ (Telephone: WOrth 7-3365).

243 Structural Wood Products

ENGLAND—Prefabricated buildings. Direct purchase and agency. Essex Stonecrafts, Ltd., (manufacturer, exporter, retailer), Russell Gardens, Wickford, Essex.

261 Pulp Mills Products

■ **VIETNAM**—Softwood bleached sulphate, bleached sulphate bagasse, softwood semi-bleached sulphate and mechanical woodpulp, 1500 mt. Firm offers for either entire procurement or part only, sending samples, analysis, strength. C&F Saigon. Limited worldwide (901). Quotation deadline May 11. Cong Ty Giay Va Hoa Pham Dong Nai (Cogido), 17 Ben Chuong Duong, Saigon. Copy of each offer to be sent to the Director General of Commerce, 59 Gia-Long, Saigon.

262 Paper Mills Products

ENGLAND—Cartridge paper, envelopes. Direct purchase and agency. Maxam & Co., Ltd., (publisher), 2/5 Dingley Pl., City Rd., London EC.1. WTD 6/28/62.

● **IRAN**—Semi-kraft, in quality to correspond with sample, 230 tons, 150 grms. per sq. m. in bobbins 60 mm wide, od. 110 to 120 cm, inside core diameter 9 -8 cm. Deadline for sealed bids June 9. Iranian Tobacco Monopoly, Tehran.★ (Telephone: WOrth 7-3003).

■ **TURKEY**—Kraft paper, various size, weight, directions. PA#277-591-901-356-3225. Limited worldwide (901). Quotation deadline May 10. Sumerbank Cimento Sanayii Muessesesi—Sivas, Quote FOB or C&F Izmir, Amount $43,350.★

■ **VIETNAM**—Newsprint paper in reels, reelwidth. 60-65 cms., Substance, 52 grs/m², 179 mt. Offers reviewed on C&F Basis only. FOB and freight costs indicated separately. U.S. flag vessel. Copy of each offer to be sent to the Director General of Commerce, 59 Gia-Long, Saigon. Limited worldwide (901). Quotation deadline May 15. Ets. Nam Loc, 119 Dai lo Nhan Vi, Cholon.

264 Converted Paper, Paperboard Products

ENGLAND—Stationery. Direct purchase and agency for U.K. Delta Carbon & Ribbon Mfg. Co., Ltd., (manufacturer, exporter), Chamberlain Rd., Ayelsbury, Bucks.

FRANCE—Office supplies and novelty stationery items; correspondence preferred in French. Direct purchase and agency. Orlandi & Cie, (manufacturer), 2 rue Saint-Denis, Paris 1er WTD 2/18/63

270 Printing, Publishing Industries

ENGLAND—Paperback books and maga-

zines. Direct purchase and agency. J. Lawrence, Lawrence J. Book Shops, (importer), 18 Segley Ave., Prestwich, Manchester. WTD 6/22/62.

Books or gift items allied to book or stationery trade. Direct purchase and agency. H. Jonas & Co., (Book), Ltd., (importer), 18, Bruton Pl., Berkeley Sq., London W.1. WTD 11/22/62.

FRANCE—Books and publications concerning business administration; correspondence preferred in French. Editions Hommes & Techniques, (editors), 12 rue Blaise Pascal, Neuilly s/Seine. WTD 1/16/63.

273 Books

ENGLAND—Paper backed novels: detective stories, westerns, romantic novels, and popular fiction for shipment to Durban, South Africa. Direct purchase and agency. Dominion Shippers, Ltd., (general shipper, export merchant), Dominion Bldgs., South Pl., Finsbury Pavement, London E.C.2. WTD 2/9/62.

275 Commercial Printing

● **IRAQ**—Lithographed tinplate for imperial gal. oil can sides, 120,000 sheets 28″ x 22⅝″ x 30 bg. electrolytic tinplate, ¼ lb. coating, 107 lbs. basis. Tender no. 11/63, bid deadline May 11. Government Oil Refineries Administration (GORA), Baghdad. Terms and specifications available from GORA upon payment of $2.80 (ID. 1).★ (Telephone: WO 7-4115).

280 Chemicals

ENGLAND—Chemicals, pharmaceuticals, fine chemicals, allied raw materials. Direct purchase and agency. Kingsley & Keith, (Chemicals), Ltd., (exporters, importers, sales agents), Rex House, 38 King William St., London E.C.4.

FRANCE—Sealants and adhesives, particularly epoxies, resins, coatings. The Babb Co., (air transportation), 1 rue Lord Byron, Paris 8e. WTD 12/27/62.

GERMANY—Aniline colors and dyestuffs for textile printing and dyeing plants; artificial chemical resins for hardening; other dressing materials for textiles; requests replies in German from manufacturers only with CIF Rotterdam or FOB factory price quotations. Muelforter Zeugdruckerei Und Faberberei Heinrich Bresges, (textile bleaching, dyeing, printing, & dressing plant), 407 Rheydt-Muelfort. WTD 9/14/62.

ISRAEL — Raw materials and auxiliary products for the rubber and leather industries, pigments and aniline dyes, plastic materials, chemicals for printing inks. Exclusive distributorship. Florma, Florenthal & Matias, (importer), 17 Hamashbir St., Tel Aviv. WTD 5/10/61.

SINGAPORE—Wheat flour color additives based on benzoyl and peroxide or other compound; flour additives based on ammonium persulphate, potassium bromate or others; urgently requests samples and CIF Singapore prices. Mr. Cheng Tsang Man, Prima Ltd., (importer, manufacturer), P.O. box 6, Maxwell, Singapore 1. WTD 2/28/63.

281 Industrial Chemicals

■ **CHINA**—Technical endrin, 97%, 7,000 lbs, in fiber drums of 25 ag, lever locked, each weighing 212 lbs. gross, 200 lb. net, suitable for export shipping. C&F Keelung. Cable quotations accepted. PA#484-236-000-253-3002. U.S. source. Bid deadline May 3. Min Foong Chemical Corp., 137 Hsin Yi Rd., Chia Yi, Taiwan. Ref. no 043.

ENGLAND—Chemicals: dibutyl phosphate, dibutyl phthalate, penta erythritol and ethyl butyric acid for reshipment. Direct purchase and agency. Lawrence Shipping & Trading Co., Ltd., (exporter), Southampton House, 317 High Holborn, London W.C.1. WTD 3/14/63.

FRANCE—Chemical products for manufacturing insecticides. Direct purchase and agency. Louis Dreyfus, Herschtel & Co. (dealer), 3 ave du Coq, Paris 9e. WTD 2/14/63.

Coloring products for textiles; correspondence preferred in French. Teinturerie de la Chaussee Romaine, (manufacturer, 53-55 rue de la Chaussee Romaine, Saint-Quentin (Aisne).

Chemical products for bleaching and dyeing textiles; correspondence preferred in French. Blanchisserie & Teinturerie du Nord, (processor), 362 rue Jules Guesde, Hem (Nord).

Coloring products for the textile industry; correspondence preferred in French. Direct purchase and agency. Societe Troyenne de Teinture, (manufacturer), 6 rue Ganguerie, Troyes (Aube).

■ **INDIA**—Rosin acid, 725 tons; fatty acids, 228 tons; extender oil, 1500 tons; chlorex, 200 tons; wingstay s, 65 tons; phenyl-b naphthyl amine, 155 tons; high styrene resin composition, 100 tons. Loan no. 217. U.S. source. Bid deadline May 10. Synthetic & Chemicals, Ltd., Bombay. IL#A-596 086/61/AU-DW/CCI/HQ. Quotations should be sent to the Firestone Tire & Rubber Co., Akron 17, Ohio. Cable: FIRESTONE.

ITALY—Chemicals utilized in production of citrus fruit derivatives. W. Sanderson & Sons, S.P.A., (processor, exporter), Via Seminario 1, Messina.

■ **KOREA**—Caustic soda, 98/99% (NaOH), solid, 300 mt., CIF Pusan, U.S. flag vessel. PA#489-901-356-3202. Limited worldwide (901). Quotation deadline May 11. Ref. #FFO-SAI-3-255. Kee Ryung Industrial Co., Ltd., 51,-ka Chung-ku, Seoul. Copies of all offers to be sent air mail to Bank of Korea, Seoul, Attn: AID Section and to the Director, US AID/Seoul, c/o American Embassy, Seoul.

■ Lindane 99% up, gamma benzen hexachloride 99% up, packed in fibre or steel drums, 2,000 kgs. up. PA#489-901-356-3005. Limited worldwide (901). Bid deadline May 7. Seoul Agricultural Chemical Co., Ltd., no. 108-16 Namyong-Dong, Yongsan-Ku, Seoul. Ref. no. FFO-SAI-3-265. Sealed bid, three copies, will be received at Seoul, c/o Foreign Fund Operations Dept., Bank of Korea, Bids must be firm for 20 days after opening, price C&F or CIF Pusan, U.S. flag liner vessel, early delivery preferable. Suppliers certificate of chemical content of each material furnished is requested in Letter of Credit.

MOROCCO—Chemical product other than carbon disulphide for fumigation of wheat stored in silos; requests replies in French from manufacturers not presently represented in Morocco. Exclusive distributorship with direct purchase. Societe Chimique et Industrielle Marocaine, (importer, distributor), 283, Blvd. Ibn Tachfine, Casablanca. WTD 12/11/62.

■ **VIETNAM**—Thorium nitrate, 1,500 kgs., cerium nitrate, free, 25 kgs., C&F only, FOB and freight costs to be indicated separately, 100% U.S. flag vessels. Copy of each offer to be sent to the Director General of Commerce, 59 Gia-Long, Saigon. Limited worldwide (901). Quotation deadline May 15. Pool Chan Quang, 490 Ben Ham-Tu, Cholon.

282 Synthetic and Other Manmade Fibers

AUSTRALIA—Cellulose sponge material for use in sponge mop manufacturing. Raven Bros., Ltd., (manufacturer) 919-921 South Rd., St. Mary's. WTD 2/27/63.

ENGLAND—Transparent cellulose film (acetate film). Direct purchase and agency. Packing Improvements, Ltd., (importer and wholesaler), 26 Blossom St., Ancoats, Manchester, 4.

FRANCE—Synthetic rubber: silicone, neoprene, sponge. The Babb Co., (air transportation), 1 rue Lord Byron, Paris 8e. WTD 12/27/62.

Manmade fibers; correspondence preferred in French. Direct purchase and agency. Manufacture de Laines Filees, (manufacturer), 27 rue d'Iena, Roubaix (Nord).

Manmade fibers; correspondence preferred in French. Direct purchase and agency. Filature Saint Lievin, (manufacturer), 81 rue David d'Angers, Roubaix (Nord).

Manmade fibers; requests replies in French. Direct purchase and agency. Manufacture de Laines Filees, (manufacturer), 27 rue d'Iena, Roubaix (Nord).

JAPAN—Polyamide plastic grains; requests replies from manufacturers only. Nippon Precision Machinery Co., Ltd., (manufacturer), 1-chome, Koyama-cho, Nakagawa-ku, Nagoya. WTD 3/1/63.

■ **KOREA**—Viscose rayon staple fibre, 84,000 lbs., grade 1.5 denier x 1½ inches, dull and/or bright, crimped. PA#489-901-356-3202. Limited worldwide (901). Quotation deadline May 19. Keum Sung Textile Co., Ltd., 63, 2-ka, Zuh-Dong, Choong-Ku, Seoul. Ref.#FFO-SAI-3-291. Copies of all offers to be sent air mail, to Bank of Korea, Seoul, Attn: AID Section, and to the Director, US AID/Seoul, c/o American Embassy, Seoul.

■ Nylon filament yarn, for fishing net, 840 denier, 210 and/or 420 denier, 14,000 lbs. C&F Pusan, U.S. flag vessel. PA#489-901-356-3202. Limited worldwide (901). Quotation deadline May 13. Samyang Soosan Enterprise Co., no. 274 Kumam-dong, Pusan. Ref. no. FFO-SAI-3-273. Copies of all offers to be sent air mail, to Bank of Korea, Seoul, Attn: AID Section, and to the Director, US Aid/Seoul, c/o American Embassy, Seoul.

■ Nylon cord fabric, dipped, 46,000 lbs., 840 denier, 2-ply, nylon 66 type. F.O.B. price, C&F, CIF price by U.S. flag vessel. PA#489-901-356-3202. Limited worldwide (901). Quotation deadline May 13. Tong Shin Chemical Products Co., #36 Moonraedong 2-ka, Yongdongpo-Ku, Seoul. Cable: EUNSUNG, Seoul. Ref. no. FFO-SAI-3-277. Copies of all offers to be sent air mail, to Bank of Korea, Seoul, Attn: AID Section, and to the Director, U.S. AID/Seoul, c/o American Embassy, Seoul.

■ Acetate rayon yarn, 55,75,100,120,150, 200 and/or 300 denier, 440,000 lbs., bright/dull on cones and/or hanks, natural, white, spun-dyed and/or crystal; viscose rayon yarn, 40,45,60,75,100,120,125, 150,200 and/or 300 denier, 460,000 lbs. FOB, C&F and/or CIF Pusan, U.S. flag liner vessel. PA#489-901-356-3202. Limited worldwide (901). Quotation deadline May 11. Kyung Buk Weavers & Dyers Cooperatives, 7 Dongsan Dong, Taiku. Cable: HANSUM. Copies of all orders to be sent air mail to Bank of Korea, Seoul, Attn: AID Section and to the Director, US AID/Seoul, c/o American Embassy, Seoul.

■ Nylon filament yarn, type 66, for fishing net, 4000 lbs., 210/34, bright high tenacity on bobbin or paper tubes, U.S. flag vessel. C&F or CIF Pusan, or Inchon. FFO-SAI-3-267. PA no. 489-901-356-3202. Limited worldwide (901). Quotation deadline May 12. Tong Hae Fishing Net Co., Ltd., 1, Daeshin Dong, Pohang. Copy of offer to be sent air mail to Bank of Korea, Seoul, Attn: AID Section, and to the Director,

US AID, Seoul, c/o American Embassy, Seoul.

■ Acetate rayon yarn, 55,75,100,120,150,200 and/or 300 denier, 160,000 lbs.; viscose rayon yarn, 40,45,60,75,100,120,125,150,200 and/or 300/D, 140,000 lbs., all bright/dull on cones, hanks and/or cakes, natural white, dyed, and/or crystal. FOB, C&F and/or CIF Pusan, U.S. flag vessel. PA#489-901-356-3202. Limited worldwide (901). Quotation deadline May 11. Ref. no. FFO-SAI-3-254. Copies of all orders to be sent air mail to Bank of Korea, Seoul, Attn: AID Section and to the Director, US AID/Seoul, c/o American Embassy, Seoul.

■ Nylon filament yarn, for fishing nets, 14,650 lbs., first grade industrial quality, unoiled, unsized, bright on bobbin or cone 210D/32F, 210D/34F, 420D/32F, 42D/68F, 840D/136F. Delivery C&F or CIF Pusan, U.S. flag vessel. Copies of all offers to be sent air mail to Bank of Korea, Seoul, Attn: AID Section and to the Director, US AID/Seoul, c/o American Embassy, Seoul. PA#489-901-356-3202. Limited worldwide (901). Quotation deadline May 7. Dae Han Fishing Net Co., Ltd., no. 150-2 Dochun Dong ChungMoo. Cabled quotations not acceptable. Ref. no. FFO-SAI-3-269.

■ Nylon filament yarn for fish net, 840D, 7,000 lbs.; 210D,. 4,000 lbs., bright on cone tube. C&F or CIF Pusan, U.S. flag vessel. PA#489-901-356-3202. Limited worldwide (901). Quotation deadline May 7. Hatan Fish Net Industrial Co., 83 Hatandong Seuku, Pusan. Ref. no. FFO-SAI-3-270. Copies of all offers to be sent air mail to Bank of Korea, Seoul, Attn: AID Section and to the Director, US AID/Seoul, c/o American Embassy, Seoul.

■ Nylon filament yarn for fish nets, 840D, 18,000 lbs.; 210D, 9,000 lbs., bright on cone tube. C&F or CIF Pusan, U.S. flag vessel. PA#489-901-356-3202. Limited worldwide (901). Quotation deadline May 7. Samhas Industrial Co., 13 Buamdong Busanjinku, Pusan. Cable: PUSANSAMHAE. Ref. no. FFO-SAI-3-271. Copies of all offers to be sent air mail to Bank of Korea, Seoul, Attn: AID Section, and to the Director, US AID/Seoul, c/o American Embassy, Seoul.

■ Nylon filament yarn for fishing net, 840 denier, 18,000 lbs.; 210/D, 9,000 lbs., all bright on cone/tube. C&F or CIF Pusan, U.S. flag vessel. PA#489-901-356-3202. Limited worldwide (901). Quotation deadline May 8. Dong Won Fishing Net Co., 91 3KA Bongraedong Youngdoku, Pusan. Copies of all offers to be sent air mail to Bank of Korea, Seoul, Attn: AID Section, and to the Director, US AID/Seoul, c/o American Embassy, Seoul.

■ **VIETNAM**—Plasticizer dioctyl phthalate, 132,000 lbs. Limited worldwide (901). Quotation deadline May 6. Ufiplastic Cong. Ty, 4 Thi Sach, Saigon. Copy of offer to be sent to Director General of Commerce, 59 Gia-Long, Saigon. C&F, FOB price, 100% U.S. flag vessel.

■ Polyvinyl chloride resin, 132,250 lbs. Limited worldwide (901). Quotation deadline May 9. Ufiplastic Cong Ty, 4 Thi-Sach, Saigon. Copy of offer to be sent to Director General of Commerce, 59 Gia-Long, Saigon. C&F, FOB price, 100% U.S. flag vessel.

■ Cellulose acetate, 2,200 lbs.; polyethylene, off grades, low density, high pressure, 88,-000 lbs. Limited worldwide (901). Quotation deadline May 6. Biedermann & Co., 39 Ben Chuon Duong, Saigon. C&F only, FOB freight 100% U.S. flag vessel. Copy of offer to be sent to Director General of Commerce, 59 Gia-Long, Saigon.

283 Drugs

■ **KOREA**—Aminopyrin, 65 k; caffeine, 270 k; dextrose, 4,968 k; nicotinamide, 162 k; petrolatum, 1,780 k; phenacetin, 200 k; santonin 2 k; P.V.P., 46 k; riboflavin 5 k; vitamins B1, B2, B6, C crystal and C coated 315 k. Brand name should be clearly described in offer, samples required; delivered in Pusan CIF, U.S. flag liner, F.O.B. price. PA#489-370-901-356-3200. Limited worldwide (901). Quotation deadline May 11. Korea Pharmaceutical Ind., Assn., 181 Kwanchul-Dong, Chongno-Ku, Seoul. FFO-SAI-3-250. Additional requirements.★

■ Various kinds of vitamins, approx. 330 kg; calcium-D-pantothanate; inosito, 30 kg each. Manufacturer's name and address must be declared with quotations. C&F or CIF Pusan, FOB price, U.S. flag liner vessel. PA#489-370-901-356-3200. Limited worldwide (901). Quotation deadline May 14. All quotations must be addressed to Dae Han Vitamin, Seoul office, 96-3 1-Ka Eulchi-Ro, Chung-Ku, Seoul. Ref. no. FFO-SAI-3-285. Additional instructions.★

■ Aminopyrin; aspirin; caffeine; calcium D pantothenate; carbowax; dextrose; vitamins, assorted descriptions and quantities. Brand name should be clearly described in offer, samples required; delivered CIF Pusan, F.O.B. price. PA#489-370-901-356-3200. Limited worldwide (901). Quotation deadline May 14. Korea Pharmaceutical Ind. Assn., 181 Kwanchul-Dong, Chongno-Ku, Seoul. FFO-SAI-3-284. Additional instructions.★

■ Petrolatum snow white, 4 mt.; penicillin g potassium, 278 bu, both usp. Brand name should be clearly described in offer, samples required, delivered CIF Pusan, U.S. flag vessel, price F.O.B. PA#489-370-901-356-3200. Limited worldwide (901). Quotation deadline May 19. Korea Pharmaceutical Ind., Assn., 181 Kwanchul-Dong Chongno-Ku, Seoul. FFO-SAI-3-290. Additional instructions.★

■ Aminopyrin 430 k.; allylthiourea, 50 lbs.; aspirin, 200 k.; caffeine, 192 k.; phenacetin, 350 k., piperazine adipate, 60 k.; santonin, 39 k.; vitamins B1, B2 and C, 76 k. Brand name should be clearly described in offer, samples required, delivered CIF Pusan, U.S. flag liner, F.O.B. price. PA# 489-370-901-356-3200. Limited worldwide (901). Quotation deadline May 11. Korea Pharmaceutical Ind. Assn., 181 Kwanchul-Dong, Chongno-Ku, Seoul. FFO-SAI-3-251. Additional requirements.★

■ Santonin, n.f., 50 kgs.; dry vitamin A palmitate beadlets, type 500A/50D, 30 kgs.; vitamin B1, 30 kg., vitamin C, 170 kgs. Sample and analysis and brand name required, C&F Pusan on U.S. flag vessel. Price FOB. PA#489-370-901-356-3200. Limited worldwide (901). Quotation deadline May 8. Seoul Pharmaceutical Co., Ltd., no. 60 Songhyun-dong, Chongro-ku, Seoul. Cable: WONKISCO, Seoul. Ref. #FFO-SAI-3-248. Additional requirements.★

■ **PAKISTAN**—Analgesic, antipysetic and anti-rhumatic substances; tonics, vitamins. Loan no. 53. U.S. source. Import license no. 261196. Bid deadline May 13. Matilal Sen & Bros., Jhautala-Barisal, East. Additional Requirements.★

■ Chloromycetin, sucaryl sodium, penicillin, streptompcin. Loan no. 53. U.S. source. Bid deadline May 14. Hakimsons, Ltd., Hakimsons Bldg., 1 W. Wharf Rd., Karachi 2. S/A no. rm. 041855. C&F basis. Additional requirements.★

284 Soap, Detergents, Cleaning Preparations

ITALY—Detergent; requests replies from manufacturers only. Direct export and agency. Filadelfo Fichera, (importer, manufacturer, agent), Via Zia Lisa 53, Catania.

285 Paints, Varnishes, Enamels

● **TURKEY**—Red lead, six tons; tender no. 300 1-232, bid deadline May 7. Malzeme, Müdürlügü, Denizcilik Bankasi T.A.O., Bahcekapi, Istanbul.★ (Telephone: WOrth 3512).

● Heat-resisting paint (aluminum type), five tons; tender number 3001-230, bid deadline May 13. Malzeme Müdürügü, Deniczillik Bankasi T.A.O. Bahcekapi, Istanbul★ (Telephone: WOrth 7-3512).

286 Gum, Wood Chemicals

■ **PAKISTAN** — Wattle extract, vegetable tanned materials, 104 lbs. per jute bag, about 62,000 lbs., myrabollam, 174 lbs. per jute bag, 175,000 lbs. PA#391-390-901-256-3203. Limited worldwide (901). Quotation deadline—May 13. Modern Tanneries, Kali Rd., S.I.T.E.., Hyderabad. Cable MODERN, Hyderabad w/p. S/A no. RM 037035. Copy of offers should be sent air mail to Bank of Korea, Seoul, Attn: AID Section and to the Director, US AID, Seoul, c/o American Embassy, Seoul.

■ Mimosa extra/wattle extract, 70 tons; myrabolans whole, 4,000 maunds; myrabolans extract, 20 tons. PA#391-390-901-256-3203. Limited worldwide (901). Quotation deadline May 14. The Hilal Tanneries, Ltd., 3, Dingh Bldgs., The Mall, Lahore. Cable: TRAVELKIT, Lahore.

287 Agricultural Chemicals

GERMANY — Phosphates. Chemikalien Aktiengesellschaft, (importer, wholesaler, exporter), Dept. C. Inland, Frankfurt/Main, 10/12 Senckenberg Anlage. WTD 2/18/63.

ITALY—Insecticides and fertilizers. Direct export and agency. Flli Virlinzi, (wholesaler, retailer, agent, importer, exporter), Via Umberto, 278, Catania.

289 Chemicals

CAMBODIA—Carbon black, 15,650 lbs.; hardclay, 30 mt.; high styrene butadiene copolymer marbon 800A, 7,000 lbs.; flioflex 224, 11 mt. C&F. PA no. 442-390-901-356-3206. Limited worldwide (901). Quotation deadline May 5. Duong Nghiep Chuong (manufacture de Caoutchouc Socvan Dara) 35, Phlauv Ang Duong, Phnom Penh.

■ **INDIA**—Inhibitor, anti-oxidant, dupont, or equal, 15,030 lbs; "Kontol 118", 550 U.S. gallons; fresh catalyst ms. cracking, in paper bags, 40 short tons; used equilibrium catalyst microspheroidal, low alumina, 50 short tons, FOB basis. Quotations should be mailed to: Mr. F. Rowley, Esso International, Inc., P.O. box 1551, New York 19, N.Y. Loan no. 217. U.S. source. Bid deadline May 10. Esso Standard Refining Co., of India, Ltd., P.O. box 355, Bombay 1. Ref. no. 2683/63-AID. I. IL# A561 - 87/62/AU/NS/C C I - B/N Q Q/LIC/COMML/REF.

ITALY—Glues for cardboard, kraft paper and other packing materials. Filadelfo Fichera, (importer, manufacturer, agent), Via Zia Lisa, 53, Catania.

Printing inks. Filadelfo Fichera, (importer, manufacturer, agent), Via Zia Lisa 53, Catania.

★★ **MEXICO**—Monterrey firm interested in manufacturing under license inks for the Graphic Arts, Laboratorio Químico Industrial, Arteaga Oriente 1539, Monterrey, N.L., NCIA. I.R. 168.

291 Petroleum Refining

FRANCE—Hydraulic fluid. The Babb Co., (air transportation), 1 rue Lord Byron, Paris 8e. WTD 12/27/62.

299 Petroleum Products

■ **INDIA**—Octel fluid, motor mix, TEL content, 120,000 cc., per drum in 55 U.S. gal. returnable drums, 240 drums. CIF.

Loan no. 217. U.S. source. Bid deadline May 10. Esso Standard Refining Co., of India, Ltd., P.O. box 355, Bombay 1. Ref. no. 2683/63-AID. I. IL#A561087/62/AU-NS/CCI-B/NQQ/LIC/COMML/REF. Quotations should be mailed to: Mr. J. Scott, Purchasing Manager, Esso Standard Refining Co., of India, Ltd., P.O. box 355, Bombay 1.

SWEDEN—Hydraulic brake fluid (SAE 70 R 3). Black Arrow, (exporter, wholesaler, manufacturer), Rasundavagen 60, Solna. WTD 1/17/63.

301 Tires, Tubes

ITALY—Tires of all sizes and types, including tires for agricultural wheel-tractors, trucks and automobiles. Direct purchase and agency. Flli Virlinzi, (wholesaler, retailer, agent, importer, exporter), Via Umberto, 278, Catania.

● **VIETNAM**—Tires and tubes, 40 each size 825-20, six each size 1000-20, and 10 each size 1100-20. Tender no. 0822-30033, bid deadline May 10. Central Purchasing Authority, P.O. box H-5, Saigon.★ (Telephone: WOrth 7-3381).

306 Fabricated Rubber Products

● **CEYLON**—Surgical gloves, various sizes, 92,800 prs. Tender unnumbered, bid deadline June 25. Chairman, Tender Board, Ministry of Health, P.O. box 500, Colombo.★ (Telephone: WOrth 7-3381).

FRANCE—Industrial rubber gloves. The Babb Co., (air transportation), 1 rue Lord Byron, Paris 8e. WTD 12/27/62.

314 Footwear, Except Rubber

AFGHANISTAN—Military boots; requests CIF Khorramshahr, Iran and Karachi, Pakistan price quotations and descriptive brochures. Professional Overseas Trading Co., Ltd., (importer wholesaler), S. Habib Bldg., 2nd fl., rm. 1, Municipality St., Kabul. WTD 6/25/63.

317 Leather Goods

ENGLAND—Ladies handbags. Direct purchase and agency. S. Sieve & Co., Ltd., (exporter, wholesaler), 29 Alie St., London. E.1.

322 Glass, Glassware

ENGLAND—Glass tableware and ornamental ware. Direct purchase and agency. The British American Glass Co., Ltd., (importer), 63/66 Hatton Garden, London EC.1.

326 Pottery

ENGLAND—Pottery tableware and ornamental ware. Direct purchase and agency. The British American Glass Co., Ltd., (importer), 63/66 Hatton Garden, London EC.1.

● **PAKISTAN**—Supply of porcelain insulators: 7,500-11 kv pin type; 2,500-33 kv pin type; 7,500-11 kv disc type; 6,500 pins for 11 kv pin type, 400 lb. working load and 3,500 for both 11 kv and 33 kv pin types, 800 lb. working load. Tender no. POW-179/63, bid deadline May 16. East Pakistan Water and Power Development Authority, Directorate of Purchase, WAPDA House, Dacca 2. Copy of specification, for review only, available in rm. 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington 25, D.C. (Telephone: WOrth 7-4242).

327 Concrete, Gypsum, Plaster Products

ENGLAND—Precast concrete products. Direct purchase and agency. Essex Stonecrafts, Ltd., (manufacturer, exporter, retailer), Russell Gardens, Wickford, Essex.

331 Steel Mill Products

■ **CAMBODIA**—Unassorted electrolytic tinplate 0.75 lb coating, 18¾" x 28", 112 sheets, 6168 pkgs., 107 lbs; 20" x 30", same, except 1056 pkgs., PA no. 442-660-898-221-2219. Limited worldwide (898). Quotation deadline May 6. C&F. Fabrique Khmere d' emballages Metalliques, (FAKEM), 39-47, Vithei Chan Nak a, Phnom Penh.

FRANCE—Mild and stainless steel sheet. Societe d'Equipements Japy, (manufacturer), 62 Ave des Champs Elysees, Paris 8e. WTD 3/30/62.

High-grade steel, steel alloys, stainless steel; requests replies in French. Tous Aciers Speciaux & Produits Metallurgiques, (importer, dealer), 100-102 rue du Landy, Saint-Ouen (Seine).

Tin plate, black iron; replies requested in French. Ets. Edmond Trouet & Cie, (importer, dealer), 12 quai de Bercy, Charenton-le-Pont (Seine). WTD Feb. 1961.

■ **GREECE**—Approximately 50,000 lbs., stainless steel sheets, type 18/8 and/or 430, in various finishes, sizes and gauges, unassorted, to size and gauge, or assorted to gauge only and/or assorted to size and gauge PA#240 - 898 - 221 - 2201. Limited worldwide (898). Quotation deadline May 13. Mr. E. Christides, 119 Hermou St., Athens.

■ Carbon steel plates to ASTM spec. A201, grade b firebox, ranging in size from 96" to 120" wide and ⅝" to 1⅛" thick, a5' to 27'-6" long. Loan no. 107. U.S. source. Bid deadline May 7. Contract no. 8-7650—Four Steel Penstock Liners, Kremasta. Chicago Bridge & Iron Co., International Manufacturing Dept., Greenville, Pa.

■ **INDIA**—High carbon steel spring wire to spec. BSS 1408 EN49B range I-Carbon 60% min. guaranteed. Various sizes strength, 120 tons; 20 swg hard bright wire, 30 tons; g.i. Wire, 15 tons; C&F basis, 75% of total to be shipped U.S. flag, mills name to be mentioned in offer. Loan no. 217. U.S. source. Bid deadline May 10. Usha Automobile & Engineering Pvt., Ltd., 14 Princep St., Calcutta 13. Import license no. DL/55/287/03 1 01/0232.★

■ Cold rolled close annealed general purpose grade steel sheets, drawing quality, BSS-1449, EN2A, or equal, 8 x 3, 18, 19 and 20G, 35 tons; hot rolled galvanized plain sheets, 8 x 3, 16 & 20 G, eight tone. Loan no. 217. U.S. source. Bid deadline May 6. American Refrigerator Co., Ltd., 12-D, Park St., Calcutta, 16. IL#DL/55/201/02 1 01/0874. Ref. no. SUP; SVR:4117.

■ Tool and alloy steel, 18% Tungsten high speed, w.p.s. steel; cobalt chrome dia steel; chrome vanadium spring steel; six star steel. Rs. 33,900. Loan no. 217. U.S. source. Bid deadline May 8. National Engineering Industries, Ltd., Jaipur.

■ Hot rolled carbon steel, special quality round bars, AISI C-1140, 22 tons; Hot rolled steel bars, special quality with silicon content 0.15%/0.30% forging quality 28 tons; cold drawn seamless mechanical tubing AISI C-1020, 13 tons. Loan no. 217. U.S. source. Bid deadline May 6. Shardlow India, Ltd., Huzur Gardens, Madras 11. Cable: STAMPING, Madras. IL-#DL/55/569/02 1 01/0667.★

■ Various descriptions, sizes and quantities of steel sheets and plates; steel tubes; case hardening steel; ms. bars and billets. Loan no. 217. U.S. source. Bid deadline May 12. Hindustan Motors, Ltd., Uttarpara, Hooghly. Cable: HINDMOTOR, Uttarpara. Ref. #65(255)/62-AID(I). Enq. nos., STEEL A-8879, 8880, 8881. IL#A-587-452/61.★

■ Steel shafts of various quantities, sizes, weights. Loan no. 217. U.S. source. Bid deadline May 10. Saran Engg. Co., Ltd., P.O. Marhowrah Dist., Saran, Bihar, Sutherland House, Kanpur. IL#A-950808/61/AU-DW/CCI/HQ/RM.★

■ Steel billets to en34 bss, in rolled condition, 3#, 3½", 4" sq., 30 mt. C&F Bombay, test certificate required. Loan no. 217. U.S. source. Bid deadline May 10. David Brown Greaves, Ltd., P.O. Chinchwad, Dist., Poona. IL#DL/55/416/02201/0473.

■ Cold rolled grain oriented silicon steel sheets, having maximum coreloss of .73 watts per lb., at 15,000 gauss and 60 cycles, packed in paper-lined metal containers of max. 6600 lbs. each on skids. Size 30" x 96", .014" thick, .73 coreloss, 30 tons. Loan no. 217. U.S. source. Bid deadline May 13. Davidayal Stainless Steel Industries Pvt., Ltd., Electrical Stampings Div., H.O., P.O. box 6224, Darukhana, Eeay Rd., Bombay 10. Rec. #ST/G/70/9365. IL#DL/55/39/02/01/0417.

■ Cold rolled open hearth auto body extra deep drawing quality, pickled and oiled, steel sheets; cold rolled open hearth single pickled extra deep drawing oiled steel sheets; cold rolled open hearth single pickled, steel sheets; various machining bars; mild steel bars and billets (should not crack when sheared). Loan no. 217. U.S. source. Bid deadline May 12. Hindustan Motors, Ltd., Uttarpara, Hooghly. Cable: HINDMOTOR, Uttarpara. Ref. #65(255)/62-AID(I). Enq no. Steel A-8882 and A-8883. IL#A-587454/61.★

■ High speed steel 18/4/1 quality in round bars, various sizes; high speed steel 18/4/1, plus 5% cobalt quality in round bars, different sizes. Amount: $20,000, F.A.S. New York or C.I.F. Bombay. Loan no. 217. U.S. source. Bid deadline May 6. The Bharat Tool Manufacturing Co., Private, Ltd., Swastik Mills Compound, Ferguson Rd., Lower Pare 1, Bombay 13. Cable: BHARATTOL. Ref. #3870.★

■ High silicon, cold rolled, grain oriented electrical steel sheets, 0.014" thick, 30/31" wide coil, core plated, type g-10 on both sides, packed in waterproof paper lined containers, not exceeding 4,000 lbs., each, max. core loss 0.66 per lb., at 15000 gauss, 60 cycles, equivalent to Armco Grade M6X. 180 tons. Loan no. 217. U.S. source. Bid deadline May 15. Electric Construction & Equipment Co., Ltd., 9 Kaliprasanna Singhee Rd., Calcutta 2. Cable: ELCONSTCO, Calcutta. IL#DL/55/226/03 1 C1/0208.

■ High silicon, cold rolled, grain oriented, electrical steel sheets, 0.014" thick, in 30/31" wide coil, core plated type C-10, on both sides, packed in waterproof paper-lined metal containers, not exceeding 4000 lbs., each, max. core loss 0.66 watt per lb., at 1500 gauss, 60 cycles, equivalent to grade M6X, Armco, or equal approx. 40 mt. Loan no. 217. Bid deadline May 15. Electric Construction & Equipment, Ltd., 9 Kaliprasanna Singhee Rd., Calcutta 2. ELCONSTCO, Calcutta. IL#DL/55/226/03 1 01/0209.

■ Stainless steel sheets, 18/8 quality, nonmagnetic, smooth finish, 20 USG x 28" width in rolls. C.I.F. Bombay, or F.O.B. factory. Loan no. 217. U.S. source. Bid deadline May 13. American Spring & Pressing Works, Pvt., Ltd., Marve Rd., Malad, Bombay 64. IL#DL/55/495/03301/0097.

■ Boiler quality plates, various sizes. Large quantities, specs. Loan no. 217. U.S. source. Bid deadline May 13. Textile Machinery Corp., Ltd., 1&3 Brabourne Rd., Calcutta. Cable: TEXMACO, Calcutta. IL#DL/274/02101/0654. ★

■ Coke quality tin sheets, 35"x26"x24 G, 9.00 mt.; same, 3'x8'x26G, 2.00 mt. Loan no. 217. U.S. source. Bid deadline May 13. Textile Machinery Corp., Ltd., 1&3 Brabourne Rd., Calcutta. Cable: TEXMACO, Calcutta. IL#BL/55-169/02101/232.

■ High speed steel, 18% tungsten; high speed steel square and flats, 18% tungsten; black round bars to spec. EN 24 and 9. various sizes and quantities. Loan no. 217. U.S. source. Bid deadline May 13. Textile Machinery Corp., Ltd., 1 & 3 Brabourne Rd., Calcutta. Cable: TEXMACO, Calcutta. IL #BL/55-169/02201/361. Price quota C.I.F. against each item. ★

● **IRAQ**—Drawn sheets, cold rolled, 70¼" x34½"x19 bg. for 40 imperial gallons drawn sides, 132,000 sheets. 50¼"x25½" x 19 bg. for 40 imperial drawn ends, 132,000 sheets. Tender no. 10/63, bid deadline May 18. Terms and specifications may be obtained from the Government Oil Refineries Administration, Baghdad, against payment of $2.80 per copy. GORA will send the tender documents to the U.S. free of postal charges. Tender documents available for review only in rm. 4222, Iron and Steel Division, Department of Commerce, Washington, D.C.

Steel strips for razor blades; requests quality and prices be competitive. Associated Industries, W.L.L., (importer, wholesaler, manufacturer), 651/161 Factories St., Muasker al Rashid Rd., Baghdad. WTD 2/18/63.

■ **KOREA**—Ferro manganese, mn. 75% up; ferro silicon, si. 75% up, lump size, 50 mt. each. C&F or CIF Pusan, or Inchon, U.S. flag vessel. Copy of offer to be sent air mail to Bank of Korea, Seoul, AID Section, and to the Director, US AID, Seoul, c/o American Embassy, Seoul. PA#489-901-356-3202. Limited worldwide (901). Quotation deadline May 12. Korea Heavy Machinery Industrial Co., Ltd., P.O. box 1083, #446 Shindorimdong Yungdongpo-ku, Seoul. FFO-SAI-3-266.

■ Ferro silicon, si, 75% min., C. 0.03% max., S. 0.05% max., P. 0.05% max., in normal lumps, in steel drums, approx. 200 mt., C&F Pusan or Inchon, U.S. flag liner basis. PA#489-901-356-3202. Limited worldwide (901). Quotation deadline May 11. Ref.-#FFO-SAI-3-252. Copies of all offers to be sent air mail to Bank of Korea, Seoul, Attn: AID Section and to the Director, US AID/Seoul, c/o American Embassy, Seoul.

■ **PAKISTAN**—Coke tinplate, prime U/A, 1.25 coating, 107 lbs., BW., 30 gauge, size 18¾"x28", 75%, 20"x30", 25%. Price to be quoted per long ton on C&F Chittagong basis for earliest possible shipment. Loan no. 7. U.S. source. Bid deadline May 12. Balagamwala Vegetable Products, Ltd., 215 Khatunganj, Chittagong. Cable: RAPOIL CHITTAGONG, S/A no. RM 057422. Amount $15,750.

■ Hot rolled sheets, 16—18, 20 bg, 10'x3', astma-415. Amount $8,184. Loan no. 7. U.S. source. Bid deadline May 13. Rahman Industries, 11 Alidina Ali Mohd. Rd., Near Municipal Office, Karachi.

■ Mild steel sheets, crca, commercial quality, pickled and oiled, soft, to astm A366-58T, 8'x3', packed in paper containers of about 4000/6000 lbs., 12,13,14,15,16,18,-20,22, 24 & 26 gauge; galv. iron wire, soft, bright, commercial quality, to standard American specs., in bare catch weight coils, about 125/150 lbs., 10,12,14,16 gauges. $24,570. Prices to be quoted in U.S. dollars only, per long ton net weight, of about 2,240 lbs., C&F Karachi. FOB/FAS cost to be quoted separately. Loan no. 7. U.S. source. Bid deadline May 13. Rehman Hardware Industries, 160/4 Marriot Rd., Karachi 2. S/A no. RM 041390.

■ Galvanized welded iron pipes, threaded both ends, with socket at one end in length of 20 feet, 1,875,000 rft. Loan no. 7. U.S. source. Bid deadline May 9. Government of East Pakistan, Directorate of Supply, E.P.I.D.C., 4th fl., Motijheel, Dacca 2. Tender no. S-5/736/768/I&S/63.★

■ MG wagon materials, including mild steel angles, ms. plates and sheets, ms. flats and rods, ms. sheeting; various ingots, 274 nos. Loan no. 45. U.S. source. Bid deadline May 15. East Pakistan Railway Bd., Railway Bldg., Chittagong. Tender no. P&D/WAG-740/CTG.★

■ Tinplate 30"x20"x28 and 30" gauge; 28½"x18¾"x28 & 30" gauge. Amount $80,325. C&F Karachi basis. Loan no. 7. U.S. source. Bid deadline May 9. Associated Industries, Ltd., Pul Pakhta, Peshawar. Cable: TAJCO, Peshawar. S/A no. RM 040490.

■ Electrolytic tinplate, prime u/a, 0.50 lbs. tin coating per basebox, 30 gauge, 18¾"x 28", 20"x30" (half and half). Appropriate marking required by AID, C&F Karachi, U.S. flag vessel, mills test certificate to be supplied with shipping documents free of cost. Loan no. 7. U.S. source. Bid deadline May 7. Crescent Factories, Ltd., Chichawatni / Montgomery. Cable: ALNASIR Chichawatni, Pakistan. Amount $7,140. S/A no. RM 040488.

■ Flats, various sizes, rounds ½", AISI 410 and 420 with carbon 0.13.15% and 0.15/0.-18%, 10-14 ft. random lengths. Loan no. 7. U.S. source. Bid deadline May 12. M/s AFACO, Victoria Rd., Karachi 3. S/A no. RM 042070.

■ Prime tinplate, electrolytic, unassorted, seconds, not to exceed 10%, 0.75 lb. coating, various quantities and sizes and conditions. Loan no. 7. U.S. source. Bid deadline May 12. Lever Bros., Pakistan, Ltd., Rock Ct., Victoria Rd., P.O. box 220, Karachi. Cable: LEVERBRO, Karachi. S/A no. RM 040494.★

■ Galvanized plain sheets, soft, commercial quality, 1.25 oz. zinc coating, to astm A-361-59T, 8'x3', 26, 28, 30 bg. U.S. flag vessel. Loan no. 7. U.S. source. Yousuf Hardware Industries, 152 Marriott Rd., Karachi 2. S/A no. RM 041388. Amount $7,350, C&F.

■ Machine-cast foundry pig iron, si. 2.75—4%, mn. 0.5—1%; su. .05% max., ph. 0.4—1%. Loan no. 7. Bid deadline May 14. Associated Agencies (Metals), Ltd, 6 Pakru Manzil, Marriott Rd., P.O. box 4209, Karachi 2. Cable: ASSOAGE. S/A no. RM 041977.

■ B. P. Sheets, 10'x3'x18 bg, cold rolled close annealed, commercial and prime quality, oiled and pickled. Loan no. 7. U.S. source. Bid deadline May 16. Md. Ramzan Pipe Works, 219-c, Industrial Area, Tejgoan, Dacca 8. S/A no. RM 055229. $5,250.

● **SUDAN**—Axles steel, 9" x 4¾" diameter, 2,000 pcs. Journals for carriages and wagons in accordance with drawing no. 6100 and specification no. 412 (a) amended. Contract no. 2803, bid deadline May 16. Sudan Railways, Office of Controller of Stores, Atbara. Copies of tender and specification may be obtained from Embassy of the Republic of the Sudan, Commercial Attache's Office, 2400 16th St., N.W., Washington 9, D.C.

■ **TURKEY**—Electrolytic tinplate superdraw in multiple package metal containers of approximately 2000 lbs. net, each on solid platforms with runners 2.5" high, full paper lined, various weights, sizes and quantities. Amount $10,000. Import license no. 1515. PA#277-66-901-356-3226. Limited worldwide (901). Quotation deadline May 12. Turk Petrol ve Madeni Yagler Tas-Bankalar Cad. Assikurazioni Generali Han Kat 4, Istanbul Galata. Under GSA Defense Materials Service procedure.★

■ U/A electrolytic tinplate, 100-107 lbs. base weight, 18¾" x 28" and 20" x 30", 0.50 coating, U/A coke tinplate, and 20" x 30", 1.25 coating. Amount $6,000. Import license no. 026746. PA#277 - 660 - 901 - 356 - 3226. Limited worldwide (901). Quotation deadline May 15. Sardalar Kollektif Sirketi, P.O.B. 254, Izmir. Cable: SARDALAR, Izmir. Subject to GSA Defense Materials Service procedure.

■ Prime electrolytic tinplate, coating 0.75 lbs. per base box, temper three, bright finish, packed in bundles of 1120 sheets on wooden platform, in oil paper and hardboard. Various number of packages, dimensions and base weights. F.O.F. and C.&F. Istanbul. Amount $200,000. Import license no. 1573. PA#277-660-901-356-3226. Limited worldwide (901). Quotation deadline May 15. Unilever-Is Ticaret ve Sanayi Turk Limited Sirketim Cumhuriyet caddesi Kahan Apr., 16/4, Harbiye-Istanbul. Cable: UNILEVER, Istanbul. Subject to GSA Defense Materials Service procedure.

■ Electrolytic tinplate waste waste, assorted to size and base weight 80/107 lbs., 18" x 24" and larger; and /or, coke tinplate, W/W, soft temper all bright, assorted 20" x 28" and larger, 107 lbs. and lighter; and/or, unassorted hot dipped tinplate, 1.25 coating, size and base weight 18¾"x28", 20"x30", 107 lbs. $10,000.IL#001-563. PA#277-660-901-356-3226. Limited worldwide (901). Quotation deadline May 7. Serattar Ithalat Ihracat T.A.S., Galata Okcu Musa Cad., 36-38, Serattar Kat 3, Istanbul, Cable: SERATTAR, Istanbul. Under GSA Defense Materials Service procedure.

■ Electrolytic tinplate waste waste, assorted to size and base weight, 80/107 lbs., 18" x 24" and larger; and/or, coke tinplate W/W, soft temper all bright, assorted to size and gauge, 20" x 28" and larger, 107 lbs., and lighter; and/or, unassorted hot dipped tinplate, 1.25 coating, size and base weight 18¾" x 28", 20" x 30", 107 lbs. $10,000. IL#001513. PA#277-660-901-356-3226. Limited worldwide (901). Quotation deadline May 7. Serattar Ithalat Ihracat, T.A.S., Galata, Okcu Musa Cad. 36-38 Serattar Hani Kat 3, Istanbul. Cable: SERATTAR, Istanbul.

■ U/A hot dipped tinplate, 1.25 coating, 18¾" x 28" and 20 x 30#, 107 lbs. Electrolytic tinplate, W/W, assorted, 18" x 24" and larger, 80/107 lbs, soft temper; hot dipped tinplate, W/W, assorted, 18" x 24" and larger, 80/107 lbs., soft temper. All offers on CIF Istanbul basis, in original mill export packing. $10,000. IL#001500. PA#277-660-901-356-3226. Limited worldwide (901). Quotation deadline May 12. Kimyevi Maddeler Deposu, Y.E., Totahm Sirkeci Palas Han no. 10, P.B. 1102, Istanbul. Under GSA Defense Materials Service procedure.

■ Unassorted hot dipped tinplate, 1.25 coating, 18¾ x 28, 20 x 28 and 30", total 409 lbs.; electrolytic tinplate wastewaste, assorted, 18 x 24 and larger, 107 lbs. and lighter; and/or electrolytic tinplate cobbles, not assorted, 18 x 24 and larger, 80/107 lbs. All offers in original mill packing on C.I.F. basis. Amount $6,288. IL#1497. PA-#277-660-901-356-3226. Limited worldwide (901). Quotation deadline May 12. Hakki Demir, Asir Efendi Caddesi, Istanbul. Under GSA Defense Materials Service procedure.

■ Electrolytic tinplate W/W, coating 0.25 lbs. bright, soft material, assorted to one size and gauge, 18" x 24", 20" x 28" and larger, 20" x 28" only. In original mill packing. $10,000. IL#001512. PA#277-660-901-356-3226. Limited worldwide (901). Quotation deadline May 12. Huseyin Alp Yalgin-Fermeneciler Kardesim Sokak Bereket Han 22, Galata/Istanbul. Under GSA Defense Materials Service procedure.

■ Unassorted hot dipped tinplate, 1.25 lb. coating, 10 x 28", 285 lbs.; hot dipped tinplate W/W, assorted, 18 x 24 and larger, 80/107 lbs. All offers required in original mill packing on CIF basis. Amount $8,172. IL#1535. PA#277-660-901-356-3226. Limited worldwide (901). Quotation deadline May 12. Alaeddin Ve. F. Ustun Kemerli Koll.

Sti., Ordu Evi Caddesi no. 4, Gelibolu. Under GSA Defense Materials Service procedure.

■ Electrolytic tinplate W/W, 107 lbs and lighter, 18" x 24" and larger, assorted. $15,000. IL#001562. PA#277-660-901-356-3226. Limited worldwide (901). Quotation deadline May 12. Sadal Ithalat ve Ithracat Kollektif Sirketi, Samoel Kohen ve Ortaklari Tahtakale Prevuayans Han no. 6, Istanbul. Under GSA Defense Materials Service procedure.

■ Gold lacquered tinplate, for canning, base weight 100 lbs., 4.¾" x 4.¾" up; coke tinplate, waste, assorted, 20" x 28" and larger, base weights 80,85 and 90 lbs. only. $5,010. IL#001561. PA#277-660-901-356-3226. Limited worldwide (901). Quotation deadline May 6. Bileydiler Ticaret ve Sanayi Kollektif Sirketi, "Adam ve Irdan" Bileydi ve Ortaklari, Cibali Abdulezel pasa Cad., 160, Istanbul. Cable: BILEYDILER, Istanbul. Under GSA Defense Materials Service procedure.

■ Coke tinplate, assorted and bw., bright, 1.25 tin coating, 20" x 28" and larger, bw 215/245, $5,000; electrolytic tinplate, mild temper, assorted, and bw., bright 29½" x 32"—32" x 32", 100/107 bw., $9,000. IL#001534. Under GSA Defense Materials Service procedure. PA#277-660-901-356-3226. Limited worldwide (901). Quotation deadline May 12. Ulku Kol. Sti Irfan Ulku ve Ortagi, Bankalar Caddesi Sark Han Galata, Istanbul.

■ Coke tinplate, 1.25 coating, U/A grade, USA origin, first choice, original mill packing, in metal containers, 20" x 28", 18¾" x 28", 20 x 30". Amount $100,000. IL#1044/19202. PA#277-660-901-356-3226. Limited worldwide (901). Quotation deadline May 7. Taner Otelcilik Ve Ticaret, Ltd., Sti Halit Ziya Bulvari 70, Izmir, Cable: TANER, Izmir. Under GSA Defense Materials Service procedure.

■ Coke tinplates, 1.25 lb, 69, 5—70 x 64, 90 lbs; 61—61 x 72, 100 lbs., sizes cm. IL#1046. Ref. No. 209008. PA#277-660-901-356-3226. Limited worldwide (901). Quotation deadline May 12. Pulat Konserve Fabrikasi, Ramazan Pulat ve Ogullari Koll Sti., Kazim Dirik Mah, Uc Yol no. 3/A., Bornova/Izmir. Under GSA Defense Materials Service procedure.

333 Primary Production of Nonferrous Metals

ENGLAND—Nonferrous metals. Direct purchase and agency. J. W. Kent, (Foreign Trade), Ltd., (exporter, importer), 408 Strand, London, W.C.2.

■ **KOREA**—Virgin aluminum ingots, 99.5% up purity; aluminum alloy ingots, remelted, 85% up, approx. 35 mt. C&F or CIF Pusan, U.S. flag vessels. PA#489-901-356-3202. Limited worldwide (901). Quotation deadline May 11. Kukje Plate Ind. Co., #223 Sangnam-Dong, Masan. Seoul Office: P.O. box central 434. Ref.#FFO-SAI-3-256. Copies of all offers should be sent via air mail to the Bank of Korea, Seoul, Attn: AID. Section, and to the Director, US AID, Seoul, c/o American Embassy.

■ Virgin aluminum ingots, 99.5% purity up; aluminum alloy ingots, remelted, 85% up, approx. 15 mt. C&F or CIF Pusan, U.S. flag vessels. PA#489-901-356-3202. Limited worldwide (901). Quotation deadline May 11. Samshin Ind. Co., #6, 1-ka Wolnam-dong, Masan. Seoul Office: P.O. box central 434, Ref. #FFO-SAI-3-257. Copies of all offers made should be sent air mail to Bank of Korea, Seoul, Attn: AID. Section, and to the Director, US AID, Seoul, c/o American Embassy, Seoul.

■ Virgin aluminum ingots, 99.5% min., al., 180 mt. CIF Pusan, U.S. flag vessel. PA#489-901-356-3202. Limited worldwide (901). Quotation deadline May 11. Namsun Light Metal Industrial Co., no. 184, 3-ka, Taipyung Ro, Teagu. Ref. no. FFO-SAI-3-258. Copies of all offers made should be sent via air mail to Bank of Korea, Seoul, Attn: AID Section, and to the Director, US AID, Seoul, c/o American Embassy, Seoul.

■ Remelted aluminum ingots, 90% min, al., 60 mt., C&F or CIF Pusan, 100% U.S. flag vessels. PA#489-901-356-3202. Limited worldwide (901). Quotation deadline May 11. Choong Buk Casting Works, no. 192 Nam-joo Dong, Choong Joo, Choong Huk. FFO-SAI-3-259. Copies of all offers made should be sent air mail to Bank of Korea, Seoul, Attn: AID Section, and to the Director, US AID, Seoul, c/o American Embassy, Seoul.

334 Secondary Smelting, Refining of Nonferrous Metals

INDIA—Platinum and palladium solders and rhodium solution. Vijay Motichand Hirachand Javeri, (exporter, importer, processor), 60 Jayant Mahal, D-Rd., Marine Dr., Bombay 1. WTD 8/10/62.

335 Rolling, Drawing, Extruding of Nonferrous Metals

● **CEYLON**—Supply of armoured underground cables (33 kv, 11 kv & lv); 77,500 yds. total. Bid deadline July 2, tender no. OM/C&S/T/73/62. Ministry of Agriculture, Land, Irrigation and Power, Galle Face Secretariat, P.O. box 500, Columbo.★ (Telephone: WOrth 7-2162).

GERMANY—Electric cables for automobiles; requests correspondence in German. Alliance Autoreifen- u. Autozubehoer GmbH. & Co. K. G., (importer, wholesaler), 65 Luetticherstrasse, Koeln. WTD 10/12/62.

● **GREECE**—62,000 lm. of type k underground copper tubing conforming to the standard specifications of the American Society of Testing Materials designation B-88-54; (approximate value $50,000). Bid deadline May 15. Tender no. 941. Tender documents available from Greek Water Co., 4 Kolokolroni St., Athens. One copy of specifications available for reference only. rm. 4806, Copper Division, BDSA, Department of Commerce, Washington 25, D.C. (Telephone: WOrth 7-2162).

336 Rolling, Drawing, Extruding of Copper

■ **INDIA**—Seamless solid drawn refrigeration copper tubes, soft, bright annealed, ¾", ⅝", 1½", various lengths; seamless solid drawn deoxidized non-arsenic copper tubes in straight lengths of 18 to 20 ft. C.I.F. basis. Loan # 217. U.S. source. Bid deadline May 15. Larsen & Toubro, Ltd., I.C. House, Dougall Rd., P.B. 278, Bombay 1. Ref. no. 65(142)/62-AID(1). Import licence A.593378/61/AU-DW/CCI/HQ/RM.★

● **IRAN**—4,000 reels of stitching wire; (samples furnished upon request); bid deadline June 11. Iranian Tobacco Monopoly, Teheran.★ (Telephone: WOrth 7-2162).

● **IRAQ**—Supply of various types of cables and conductors (approximately 125,000 yards in total). Bid deadline June 16; tender no. Tawzee/6/1963. Tender documents and specifications available from Administration of Distribution of Oil Products, Ministry of Oil, Baghdad, against payment of ID.2 ($5.60) per copy, plus $.75 to cover air mail charges.★ (Telephone: WOrth 7-2162).

■ **VIETNAM**—Armored cable; rubber insulated lead sheated cable; black rubber portable cord; various descriptions, quantities and awg sizes. Limited worldwide. Quotation deadline May 15, Namthanh & Thermor, 31 Nguyen Van Thinh, Saigon. Copy of each offer sent to the Director General of Commerce, 59 Gia-Long, Saigon.

342 Cutlery, Hand Tools, General Hardware

BELGIUM—All kinds of small household equipment and gadgets; requests replies from manufacturers only. D.V., S.P.R.L., (importer), 32 Rue de l'Automne, Brussels 5. WTD 2/11/63.

ENGLAND—Furniture hardware—e.g. handles and castors, buttons and knobs for television receiving sets. Direct purchase and agency. Lumex, (Great Britain), Ltd., (exporters, importers), 110 Marylebone High St., London W.1.

FRANCE—Sheet metal and plastic household utensils for sale in department stores and hardware shops. Direct purchase and agency. Cie des Anciens Ets. Labbe Freres, (manufacturer), avenue Jean Jaures, Saint-Florent s/Cher. WTD 10/4/62.

● **IRAQ**—Hand tools, including wrenches, punches, ignition spanner sets, wood ruff keys, socket screw keys, and drill chucks; hardware products, including cotter pins, rivets, washers, springs, clamps, emery cloth, and welders goggles; Vee link belt, 600 ft., rubber fabric ½"-1", 40° angle; Vee endless belt, 481 each, pitchline industrial, various sizes. Tender no. 42/63, bid deadline May 16. Director General, Iraqi Ports Administration, Basiah.★ (Telephone: WO 7-5589).

343 Heating Apparatus (Except Electric), Plumbing Fixtures

GERMANY—Filters for swimming pools. Direct purchase and agency. Viktor Schyschka, (wholesaler, agent), 67 Gneisenaustrasse, 4 Duesseldorf-Nord. WTD 2/1/63.

ISRAEL—Heating equipment for commercial and industrial use. Direct purchase and agency. M. Goldberg, Director, Radion Engineering Co. Ltd., (importer, manufacturer's representative), 4 Rothschild Blvd., or P.O. box 1312, Tel Aviv. WTD 6/25/62.

344 Fabricated Structural Metal Products

ENGLAND—Prefabricated buildings. Direct purchase and agency. Essex Stonecrafts, Ltd., (manufacturer, exporter, retailer), Russell Gardens, Wickford, Essex.

● **PAKISTAN**—Galvanized steel electric poles, 750, with crossarms and accessories, 80% straight line poles and 20% angle poles up to 45°. Poles to be 46 ft. in overall length and in sections convenient for field assembly and/or disassembly, Tender no. POW-171/63, bid deadline 10 a.m. May 9; and 2500 galvanized steel stepped electric poles with crossarms and accessories, overall length ranging from 28 to 35 ft. and have from one to four crossarms, Tender no. POW-172/63, bid deadline 10 am. May 11. Controller of Stores (Purchase), Pakistan Eastern Railway, Pahartali, Chittagong.★ (Telephone: WO 7-5255).

347 Coating, Engraving

★★ **MEXICO**—Interested in representing U.S. manufacturers in manufacturing under license insulating varnishes for motors. Laboratorio Quimico Industrial, Arteaga Oriente 1539, Monterrey, N.L., NCIA. I.R. 168.

349 Fabricated Metal Products

■ **CHINA**—Refiners, complete with rotor, spare parts; pulp pump, complete, two sets each; three-way cock, 5", 3; sluice valve 6", 3. Loan no. 113. Worldwide (899). Bid deadline May 11. China Development Corp., on behalf of, Yung Tung Paper Corp., Ltd., Taipei.

■ **INDIA**—Furnace charger and accessories; alloy steel components; recorder controllers and accessories, thermocouples, compensating cable, special air and combustion controls and valves. C.I.F. Bombay. Loan no. 217. U.S. source. Bid deadline May 10. Steel Plant Pvt. Ltd., 205 Dr. A. Besant Rd., Worli, Bombay 18. Cable: FURNACES, Bombay, Worli. Ref. #63(282)/62-AID(1). IL#AU/GL/MTC/92/DLF-217/962.

351 Engines and Turbines

FRANCE—Marine engines. Direct purchase and agency. Ets. M. GUINAULT—Constructions Mecaniques & Electriques (manufacturer), 70 blvd Emile Zola Houilles (S & O). WTD 7/18/62.

● **IRAQ**—Supply of four marine type diesel engines, four-stroke aspirated type, 1,000 rpm, 150 hp and two marine type auxiliary diesel engines, four-stroke aspirated type, 30 hp with spares for all engines. Tender no. 44/63, bid deadline May 23. The Iraqi Ports Administration, Basra.★ (Telephone: WOrth 7-4242).

ITALY—High-speed marine diesel engines, especially engines having a light weight per hp. ratio. Cantieri Picchiotti S.P.A., (shipyard), Viareggio, (Lucca).

■ **TURKEY**—Diesel electric locomotives, 33 units, and related spare parts. Loan no. 277-H-033. U.S. source. Bid deadline May 20 (not the date shown on Invitation to Bid). TCDD Isletmesi Genel Mudurlugu, Malzeme Dairesi Reisligi, Ankara. Detailed specifications may be obtained from the Board of Counselors for Economic Affairs, Turkish Embassy, 2523 Massachusetts Ave., NW., Washington, D.C.

352 Farm Machinery and Equipment

AUSTRALIA—Soya bean harvesters, one-row; spinach harvesters; attachments for haying machinery; field bale loaders; hay and straw pickup balers, twine or wire tie, power take-off or auxiliary engine powered, or self-propelled; hay and straw stationary balers; crushers, hay field conditioners; garden type tractors; attachments for agricultural sprayers and dusters; hand and power dusters; hand and power driven spray pumps; power sprayers, field, orchard, row-crop type; attachments for dairy farm machines and equipment; milk coolers, not mechanically refrigerated, including tank and immersion and surface tubular types. Direct purchase and agency. Mobile Industrial Equipment Ltd., (importer, exporter, manufacturer, retailer, wholesaler), 410 Whitehorse Rd., Nunawading, Melbourne, Victoria. WTD 2/21/63.

FRANCE—Agricultural equipment, power mowers, pest control equipment and other machines. Direct purchase and agency. Agrarbor, (importer, dealer), 35 rue de Dantzig, Paris 15e.

GERMANY—Lawn sprinklers, lawn mowers and garden tools, fittings and valves; correspondence preferred in German. August Beul, Armaturenfabrik u. Metallgiesserei, (manufacturer), Postfach 149, 5952 Attendorn/Westf. WTD 2/21/63.

SCOTLAND—Agricultural machinery and equipment. Direct purchase and agency. Hurlford Engineering Co., Ltd., (Ayrshire Elevator Co.), (manufacturer), Ayrshire Elevator Works, Knockentiber, Kilmarnock, Ayrshire. WTD 3/18/63.

353 Construction Machinery

AUSTRALIA—Replacement parts for crawler tractors, track gear (components) and track chain bolts. Conquip, Ltd. (importer, wholesaler, manufacturer), 69-73 Parramatta Rd., Auburn, N.S.W. WTD 1/15/62.

FRANCE—Building and earth-moving equipment, industrial handling equipment. Direct purchase and agency. Cie Rolibinson, (importer, dealer), 5 rue Condorcet, Puteaux (Seine). WTD 1/31/63.

● **INDIA**—Traveling crane, 150-ton electrically operated overhead, for Sarkarpathic Power House. Price to include supply and erection. Spec. no. C 910, bid deadline June 15. Tender document $5.25 (Rs.25/-) plus .21 bank commission and approximately $2.10 air mail charges. Superintending Engineer, Technical (Civil) Madras State Electricity Bd., 157 Mount Rd., Madras 2.★ (Telephone: WO 7-5589).

■ Electric driven hoists, two sets, single drum, required to lift one ton load of mineral net, without balancing, complete with two sets spares for 5,000 hrs., operation. U.S. source. Bid deadline May 15. India Supply Mission, 2536 Massachusetts Ave. N.W., Washington 8, D.C., where specifications may be obtained. Tender No. SE-570/REIN.★

■ Turbine room bridge cranes, two, a&b, 125/25 and 60/10 ton capacity; machine shop bridge crane "C", five ton capacity; pump house bridge crane "D", five ton capacity. U.S. source. Bid deadline May 7. Director General of Supplies & Disposals, N.I. Bldg., Parliament St., New Delhi. Project/Talchar/Cranes/V. Reference no. D/ENQ/670. Specifications and conditions may be obtained for $7.35 each, not refundable, from the India Supply Mission, 2536 Massachusetts Ave., N.W., Washington 8, D.C.

● **IRAQ**—Fork lift trucks, two, capacity 3000 lbs. with steel drum lifting attachment, diesel engine. Tender no. 12/63, deadline May 21. Terms and specs, available from Government Oil Refineries Administration (GORA), Baghdad for $2.80, free postage. Bid to be sent to the attention of Tender's Committee GORA.★ (Telephone: WO 7-5589).

ISRAEL—Mining, earthmoving and calcination equipment. Negev Ceramics, Ltd., (manufacturer), P.O. box 21, Beersheba. WTD 5/8/62.

ITALY—Construction and materials handling machinery and equipment, i.e., bulldozers, scrapers, loaders, earth-moving equipment, concrete mixers, dumpers, cranes. Direct purchase and agency. Flli Virlinzi, (wholesaler, retailer, agent, importer, exporter), via Umberto, 278, Catania.

■ **SUDAN**—Track laying tractors, 10; double drum power control units, 10; special tools for heavy earth moving tractors, two sets; scraper units, four; bull/angle dozer equipment, three; Tree Dozer Equipment; two; tractors, wheel, farm, six; 10-ton fast travelling crane; electric welding plant; mobile repair shop mounted on 6x6 truck chassis, complete with all parts and accessories. PIO/C no. 650-N-61-AA-9-20263. U.S. source. Bid deadline May 11. Commercial Mgr., Department of Agriculture, P.O. box 285, Khartoum. Detailed specifications, may be obtained from Embassy of Sudan, 3421 Massachusetts Ave., N.W., Washington, D.C.

● **TUNISIA**—Traveling cranes (4) for La Goulette plant. Bid deadline June 15. Societe Tunisienne de l'Electricite et du Gaz, Rue de Besançon, Tunis.★ Telephone: (WO 7-5589).

354 Metalworking Equipment

ECUADOR—Machinery for forming tin and aluminum containers, complete with screw-on caps; requests catalogues and price lists. Dr. Gonzalo Apunte, (manufacturer), Calle Robles 2673, (P.O. box 321), Quito.

Copper wire drawing machinery to handle heaviest gauge wire to no. 18-gauge; copper wire cabling machinery for the production of guages nos. 6, 4, 2, and 0; production capacity of 10 tons of cable monthly. Requests replies in Spanish with quotations, catalogues, other descriptive literature. Plasticos Dalmau, (manufacturer), Calle Robles 228 (P.O. box 2287), Quito. WTD 5/15/62.

FRANCE—Taps, reamers, drills, milling cutters and cutting tools. Direct purchase and agency. Adea, (importer, exporter), 20 rue de l'Hotel de Ville, Neuilly s/Seine.

Special coil-winding machines for stators, armatures and other similar mass-produced goods. M.A.X.E.I., (manufacturer), 25 blvd de Courbevoie, Neuilly/Seine. WTD 2/20/62.

Tools and small machine tools, machine tools accessories. Direct purchase and agency. Adea, (importer, exporter), 20 rue de l'Hotel de Ville, Neuilly s/Seine.

GERMANY—Metal working machines: non-cutting machines used for forging, pressing, and drawing; cutting machines for surface treatment such as milling, drilling, and planing; machine parts for both; CIF Hamburg, Bremen, Rotterdam or Antwerp price quotations. Rheinmetall GmbH., (manufacturer), P.O. box 6609 or 125 Ulmenstrasse, 4 Duesseldorf 1. WTD 3/25/63.

■ **INDIA**—Combined drawing machine, for working steel from coils to finished lengths, with all electrical equipment and accessories, spare parts for two years. Loan no. 157. U.S. source. Bid deadline May 6. Bhartia Commercial Co., Ltd., B-1 Gillanders House, 8 Netaji Subhas Rd., Calcutta 1.

ISRAEL—Hand tools, electric powered tools, precision tools for air-conditioning and refrigeration industry. Direct purchase and exclusive agency. M. Goldberg, Director, Radion Engineering Co., Ltd., (importer, commission merchant), 4 Rothschild Blvd. or P.O. box 1312, Tel Aviv. WTD 6/25/62.

■ **VIETNAM**—Complete factory to manufacture veneer and plywood from domestic timber, consisting of saws, lathes, clippers, peelers, slicers, gluing machinery, grinders, sanders, plus auxiliary equipment and accessories and maintenance, repair and operating supplies. All new equipment including detailed list of spare parts for two-years operation. All offers C&F Saigon, accompanied by drawings and detailed specifications. Limited worldwide (901). Bid deadline May 20. Cong Quan Khai Thac Nha May Tan Mai, 62 Hong Thap Tu, Saigon.

355 Special Industry Machinery

AUSTRALIA—A machine for making altar bread. Peerless & Ericsson Pty., Ltd., (importer, wholesaler and agent), 476 Crown St., Surrey Hills, Sydney, N.S.W. WTD 6/13/62.

■ **CHINA**—Set fully automatic vial filling and closing machine, with output 4,800 vials hourly, with additional equipment. C&F Keelung. Loan no. 113. Worldwide (899). Bid deadline May 11. China development Corp., on behalf of: Yuen Foong Chemical Industry Co., Ltd., Taipei.★

ECUADOR—Package plant, medium size, for the manufacture of paper plates, cups, drinking straws; requests catalogues and price lists. Dr. Gonzalo Apunte, (manufacturer), Calle Robles 2673 (P.O. box 321), Quito.

ENGLAND—Stainless steel, continuous

mixing equipment for cat and dog foods. Petfoods, Ltd., (manufacturer, exporter), Melton Mowbray, Leicestershire.

FRANCE—Machine for the printing industry; correspondence preferred in French. Direct purchase and agency. Orlandi & Cie, (manufacturer), 2 rue Saint-Denis, Paris 1er. WTD 2/19/63.

Packaging machines. Direct purchase and agency. Coenca Freres, (import, export), 125 rue de Silly, Boulogne (Seine). WTD 12/19/62.

Equipment for or related to the graphic arts. Direct purchase and agency. Ateliers Bariquand & Marre, (manufacturer), 79 ave Aristide Briand, Arcueil (Seine). WTD 2/21/63.

Equipment for the production of icecream. Direct purchase and agency. Coenca Freres, (import, export), 125 rue de Silly, Boulogne (Seine). WTD 12/19/62.

Machines for the manufacture of cardboard tubes and cylinders; requests replies in French. Davrain & Cie, (manufacturer), 128bis rue Lacroix, Roubaix (Nord).

Machine and tools for the manufacture of stockings; correspondence preferred in French. La Bergerie—Etc. Poreaux, (manufacturer), 53 rue Jean Jaures, Fourmies (Nord).

Machines and equipment for the textile industry, all kinds; correspondence preferred in French. Les Filatures deSartel-Felix Watine & Fils, (manufacturer), 22 rue de la Tannerie, Wattrelos (Nord).

Machines and equipment for the textile industry; correspondence preferred in French. Direct purchase and agency. s.a. des Ets. Duchemin, (manufacturer), 17 rue de l'Abattoir, Laval (Mayenne).

Processing and weaving machines and equipment for the textile industry; correspondence preferred in French. Les petits Fils d'Albert & Eugene Motte, (manufacturer), 40 rue du Brondeloire, Roubaix (Nord).

Machines and equipment for the textile industry; correspondence in French preferred. S.A. Pierre Dubly, (manufacturer), 8 rue du Pays, Roubaix (Nord).

Equipment for spinning and twist mills; correspondence preferred in French. Paul Sion & Fils, (manufacturer), 108 rue du Mont-A-Leux, Wattrelos (Nord).

Winding machines, machines and equipment for the textile industry; correspondence preferred in French. Filatures d'Auchy les Hesdin, (manufacturer), 22 rue du Chateau, Roubaix (Nord).

Machines and equipment for the textile industry; correspondence preferred in French. Direct purchase and agency. A. Lamaire & Fils, (manufacturer), 4 rue des Ateliers, Halluin (Nord).

Machines for the textile industry; correspondence preferred in French. Direct purchase and agency. Mulliez Freres, (manufacturer), 171 rue Pellart, Roubaix (Nord).

Bleaching, dyeing and processing machines for the textile industry; correspondence preferred in French. Direct purchase and agency. Societe Troyenne de Teinture, (manufacturer), 6 rue Ganguerie, Troyes (Aube).

■ **GREECE**—Cigarette-packing machine for packing 20 round cigarettes, 80 mm. long by 15 mm. circumference. PA#240-700-898-221-2202. Limited worldwide (898). Quotation deadline May 12. Karelias Bros. Co., cigarette manufacturers, 6 Paleologou Str., Kalamata.

● Printing machinery, six pieces of equipment; tender no. B/200, deadline May 28. Ministry of Trade, State Purchase Directorate B' 50 Socratous St., Athens.★ (Telephone: WO 7-5589).

■ **INDIA**—Components for coal washeries: roller bearing pillow blocks assembly; taper lock bushings and hubs; double helical speed reducer; roller bearing type conveyor backstops. Loan no. 217. U.S. source. Bid deadline May 14. McNally-Bird Engineering Co., Ltd., Chartered Bank Bldgs., Calcutta. IL#A-587465/61/AU-DW/CCI/HQ/RM. Ref. no. 65(245)/62-AID.I.★

■ Gravity die casting machine, fkg 600. or equal, complete, NSIC/HP/2M-3251/62; blowing machine equivalent to type ba-60 for production of bottles, hollow objects, capacity up to 60 litres; Ram head with filling volume of 10 kgs; extruder type mr/s 90 for processing thermoplastic materials, complete 2B-2893/62. Loan 144. Bid deadline May 6. Worldwide (899). National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.

■ Super caster type casting machine, complete with holders for matrices, to be delivered at Bangalore. Ref. no. NSIC/HP/2M-3299/62. Automatic triple spindle tap fluting machine with equipment and accessories; Newall type snl thread grinder Model "P", or equal, with minimum grinding length from spindle nose 10", complete with accessories. NSIC/HP/2B-2920/62. All the above for loan no. 144. Worldwide (899). Bid deadline May 6. National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.

ITALY—Machinery, equipment and spare parts for production of citrus fruit derivatives. W. Sanderson & Sons, S.P.A., (processor, exporter), Via Seminario 1, Messina.

Machinery to manufacture foodstuffs under American patent. B. Di Bartolo & Figli, (flour mill, wholesaler, exporter), Via Erice 53, Trapani.

Complete line of machinery and equipment for orange-packing house, packing of approximately 10,000 mt. of oranges per year; correspondence preferred in Italian; requests replies from manufacturers only. Nupral—Nucleo Producttori Agrumi Lentini, (grower, exporter), Via Vittorio Emanuele, Lentini.

■ **PAKISTAN**—Fluorescent tube light manufacturing plant. Loan no. 194. worldwide (899). Bid deadline May 6. Paramount Industries, Ltd., 110-A, Gordhandas Market, Karachi 2. Ref. no. OD/LC-1451/63.★

■ **VIETNAM**—Copper wire drawing machine, complete with electric motor and necessary controls, dies for same, 267 pcs.; insulation spark testing machine; jet marker for spark testing wattage; thickness gauge measuring apparatus; braiding machine, for electric cable, double braid type. C&F Saigon. Limited worldwide (901). Bid deadline May 20. Thanh My Plastics, 444-446 Hai Ba Trung, Saigon. FOB freight, 100% U.S. flag vessel. Copy of each offer to be sent to the Director General of Commerce, 59 Gia-Long, Saigon, and one copy to Industrial Development Division, US AID, 32 Ngo-Thoi-Nhien, Saigon.

■ Set press, 135 tons, open back inclinable, complete with drives, motors and controls, similar to Niagara machine and tool works Model af 5½. Offers C&F Saigon. Limited worldwide (901). Quotation deadline May 25. Ets. Minh Hiep, 104-108 Tong Doc Phuong, Cholon. Copy of each offer to be sent to the Director General of Commerce 59 Gia-Long, Saigon; and to the Industrial Development Division, USOM, 32 Ngo-Thoi-Nhiem, Saigon. Additional Requirements.★

356 General Industrial Machinery

BRAZIL—Bearings, industrial and automotive. Jose Vieira da Cunha S.A., (importer, distributor), Rua Vitorino Carmilo 136, Caixa Postal 6731, Sao Paulo.

FRANCE—Packaging machines and equipment. Direct purchase and agency. E.D.B.I. Bigmine, (importer and dealer), 72 rue de Varenne, Paris 7e. WTD 12/21/62.

Transportable pneumatic machinery. Direct purchase and agency. M.I.R.—Materiel Industriel Roumailhac, (manufacturer), 218 rue de Charenton, Paris 12e. WTD 1/3/63.

■ **GREECE**—Ball and roller bearings; steel rollers; steel balls; needle steel rollers. $15,000. PA#240-700-898-221-2202. Limited worldwide (898). Quotation deadline May 12. Costas Doucakis, P.O.B. 312 or 11, George St., Athens (147). Cable: Doucakis, Athens.

INDIA—Ball and roller bearings; specifications for the equipment and supplies are available on a loan basis from Trade Opportunities Staff, BDSA-111, rm 4319, Department of Commerce, Washington 25, D.C. (Telphone: WO-7-4675). The General Electric Co. of India, Pvt., Ltd., (manufacturer), 58 Taratolla Rd., Garden Reach, Calcutta 24. WTD 12/7/62.

357 Office, Computing, Accounting Machines

ENGLAND—Office machinery and equipment. Direct purchase and agency U.K. Delta Carbon & Ribbon Mfg. Co., Ltd., (manufacturer, exporter), Chamberlain Rd., Aylesbury, Bucks.

FRANCE—Equipment related to the digital techniques and electronic computers. Direct purchase and agency. S.E.R.E.L.—Societe d'Exploitation & de Recherches Electroniques, (manufacturer), 26 rue de Londres, Paris 8e. WTD 7/19/62.

Electronic calculators and related equipment. E.C.M.—Societe Europeenne des Cartes & Produits Magnetiques, (importer and dealer), 22 rue Pauvree, Roubaix (Nord). WTD 2/21/63.

358 Service Industry Machinery

■ **CHINA**—Material manufactured by Briggs & Stratton, Milwaukee 1, Wis., Single cylinder, air cooled, L-head model, no. 61102. C&F Keelung. PA no. 484-000-253-3210. U.S. source. Quotation bid deadline May 9. Sin Hwa Nan Metals Co., Ltd., Hankow St., 10-1, Section, Taipei. Ref. #044.★

FRANCE—Ice-making machines. Sagimco Engineering Corp., (manufacturer, agent), 34 ave des Champs Elysees, Paris 8e.

Industrial refrigerating equipment. Direct purchase and agency. Coenca Freres, (import, export), 125 rue de Silly, Boulogne (Seine). WTD 12/19/62.

Automatic and semi-automatic household and industrial water-softeners; correspondence preferred in French. Watco, (manufacturer), 19 blvd de Grenelle, Paris 15e.

Commercial kitchen equipment for restaurants. Societe Jean Valentin & Fils, (import, export), Chemin Clastrois, Saint-Quentin (Aisne).

Vending machines, also automatic equipment for supermarkets, cafeteria, restaurants; correspondence preferred in French. Direct purchase and agency. Compagnie Generale d'Automatisme, (manufacturer), 12 rue de la Baume, Paris.

Large kitchen equipment, ranges, ovens, pans. Innovation s.a., (importer, dealer), 69 rue Lafayette, Paris 9e. WTD 1/23/63.

GERMANY—Open type refrigeration freon compressors, ⅛ to ¼ hp.; requests replies from manufacturers only. Direct purchase and agency. Gerhard Gawantka, (importer and sales agent), Heidlohstrasse 6, Hamburg-Schnelsen.

● **IRAQ**—Air conditioners (95) window-type marinised, cooling capacity 5500 b.t.u./hr. at o.a. temperature 120° f.d.b. and 85° f.w.b. and inside of 80° f.d.b. and 67° f., 220 volt, 50-cycle single phase. Also (15) marinised packaged units, 50,000 b.t.u. capacity, same conditions and voltage as

above. Tender no. 42/63, bid deadline May 16. Iraqi Ports Administration, Basra.★ (Telephone: WO 7-5589).

ISRAEL—Refrigeration and air-conditioning equipment for commercial and industrial use. Direct purchase and agency. M. Goldberg, Director, Radion Engineering Co., Ltd., (importer, manufacturer's representative), 4 Rothschild Blvd., or P.O. box 1312, Tel Aviv. WTD 6/25/62.

PORTUGAL—Refrigerated counters and display cases; spare parts for household and industrial refrigerators; accessories such as low-pressure switches, starters, and valves. Carrasqueiro & Teixeira, Lda., (importer, wholesaler, retailer, manufacturer), Avenida 5 de Outubro 175, Lisbon 1. WTD 2/7/63.

360 Electrical Machinery

FRANCE—Low and high voltage electrical equipment, also radio equipment. Direct purchase and agency. Comptoir Electro Industriel du Maine, (importer), 82 rue Grande Maison, Le Mans (Sarthe).

ISRAEL—Electric appliances: dishwashers, floor washers, food mixers, automatic toasters; hair dryers; record players; amplifiers; requests replies from manufacturers only. Edward A. Dwek, (importer, manufacturer's agent), P.O. box 22063, Tel Aviv. WTD 7/10/62.

361 Electric Transmission, Distribution Equipment

FRANCE—Electrical apparatuses: alternators, circuit-breakers, boards, rectifiers. Direct purchase and agency. Ets. M. Guinault—Constructions Mecaniques & Electriques (manufacturer), 70 blvd Emile Zola, Houilles (S&O). WTD 7/18/62.

■ **INDIA**—Servoanalyzer polarad model sv-1, or equal, requisition no. 1016 EE-172, inq. 256; 1016 ee-180, 257, phase meter, model-8 type 700 a, or equal; 10 kv ionisation tester, 1016 ee-195, 259; rotary converter, 1016-ee-192, 260; generalised electrical machine, 1016 ee-187. 261; industrial servolabs, four, 1016 ee-166, 262; educational servolab, three, 1016 EE-167, 163. Quotation deadline May 15. Limited worldwide (898). Educational Services Inc., Kanpur Indo-American Program, 164 Main St., Watertown 72, Mass., F.O.B. Boston, where quotations are to be submitted.

■ 10,000 kva 132/II kv step down, three phase (oa type), power transformer. U.S. source. Bid deadline May 15. Specifications and conditions may be obtained from the India Supply Mission, 2536 Massachusetts Ave., N.W., Washington 8, D.C. Price of $2.00 per tender copy, No. SE 614, not refundable.★

■ Servo analysers, two model series 100 f (servoscope; 1103 indicator, or equal, frequency 0.005 c/s to 100 c/s-2.0%, phase measurements ±1 degree. To be used to assess systems performance and frequency response of amplifiers. From 230 volts, single phase 50 c/s operation. Limited worldwide (898). Quotation deadline May 15. Educational Services Inc., Kanpur Indo-American program, 164 Main St., Watertown, 72, Mass. Quote F.O.B. Boston. Requisition no. 1016 ee-173. Inquiry no. 255.

● **PAKISTAN**—Supply of five oil circuit breaker panel switchboards, 11 kv, 50 cycle, three-phase system. Tender no. POW-173/63, bid deadline May 14. Directorate of Purchase, East Pakistan, WAPDA, WAPDA House, Dacca 2. Copy of specifications for review only in rm. 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington 25, D.C. (Telephone: WOrth 7-4242).

■ **THAILAND**—Distribution transformers, self-protected type, single phase, 50-cycle, rated 12,000-240/480 volts, with four 2½ percent primary taps below 12,000 volts, various ratings, 300 each. Loan no. 19. Worldwide (899). Bid deadline May 14. Purchase & Stores Division, Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok. Inv. # PDC-MEA-153. Single copies of invitation to bid are available from the Office of the Economic & Financial Counselor, Embassy of Thailand, 2490 Tracy Pl., NW., Washington 8, D.C.★

362 Electrical Apparatus

FRANCE—Industrial electrical equipment, all kinds; correspondence preferred in French. Cie d'Exploitation & de Vente de Materiel Industriel, (importer, agent), 88 rue de la Chapelle, Paris 18e.

■ **TURKEY**—Head lamps, 6006, 3,264 pcs.; head lamps 6012, 3,264 pcs. Import license no. 1569. PA#277-700-901-356-3227. Limited worldwide (901). Quotation deadline May 7. Husnu Limon, Taksim Abdulhak Hamit Cad. no. 4, Istanbul. Cable: HUSLIMON, Istanbul.

■ **VIETNAM**—Diesel-operated generator, complete, 67.5. kw 75 KVA, 90% power factor, 1000 rpm max., 3-phase, 50-cycle, three sets, including complete engine, generator, electrical control panel and spare parts. All new equipment of standard manufacture, with replacement parts readily available. CIF Saigon, in six copies, accompanied by drawings and other detailed specifications. Limited worldwide (901). Bid deadline May 13. Vietnam Automotive Battery Manufacturing Co., 49 Ben Chuong Duong, Saigon. FOB and freight costs must be indicated separately, U.S. flag vessel. Copy of each offer to be sent to the Director General of Commerce, 59 Gia-Long, Saigon, with another copy to the Industrial Development Division, US AID, 32 Ngo-Thoi-Nhiem, Saigon. Copies of detailed specifications available from Office of Small Business, AID, rm., 2120 Barton Hall, Ohio Dr. & Independence Ave., S.W., Washington 25, D.C.

363 Household Appliances

FRANCE—Hemming machines for handkerchiefs; correspondence preferred in French. Manufacture Parisienne de Mouchoirs Fantaisie, (manufacturer), 24 rue St.-Lazare, Paris 9e.

Electric household equipment, refrigerators, washing machines. Direct purchase and agency. Surmelec, (import, export), 74 rue du Surmelin, Paris 20e.

Electrical household equipment, all kinds. Direct purchase and agency. Societe P.R.L., (manufacturer), 102 ave Jean Jaures, Pantin (Seine).

Household electrical equipment, all kinds: correspondence preferred in French. Cie d'Exploitation & de Vente de Materiel Industriel, (importer and agent), rue de la Chapelle, Paris 18e.

GERMANY—Electrical coffee machines for household use. Record-Winkelstraeter GmbH., (manufacturer), Postfach 110, 583 Schwelm. WTD 10/31/62.

Automatic and non-automatic dishwashing machines for household use. Exclusive distributorship in northern Germany. Elektro-Freund, (wholesaler), 13 Rosenstrasse, Oldenburg i.o.

IRAQ—Electrical household refrigerators, evaporative air coolers, and washing machines. Direct purchase and agency. Mahdi Tuaima Sons Co., (importer, wholesaler, retailer, sales agent), 23/84 Salhiya, Baghdad. WTD 4/22/60.

364 Electrical Equipment

ENGLAND—Electric lighting fittings. Direct purchase and agency. Lumex, (Great Britain), Ltd., (exporter, importer), 110 Marylebone High St., London. W.1.

■ **INDIA**—220 kv disc insulators and accessories; 132 kv, same. Bid deadline May 9. Director General of Supplies & Disposals, N.I. Bldg., Parliament St., New Delhi. Project/Talchar/Insulator/V. Ref. no. D/ENQ/669. Specifications and conditions may be obtained from India Supply Mission, 2536 Massachusetts Ave., N.W., Washington 8, D.C.★

● **IRAQ**—Supply of current and non-current carrying wiring devices, lighting fittings and other electrical equipment. Tender no. Tawzee/7/1963, bid deadline June 30. The Administration of Distribution of Oil Products, Ministry of Oil, Baghdad, upon payment of $5.60 per copy. Copy of terms and specifications for review only in rm. 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington 25, D.C. (Telephone: WOrth 7-4242).

365 Radio, Television Receiving Sets

FRANCE—Phonograph records, all kinds. Le Disque du Monde entier—Lido Musique, (importer, dealer) 58 bis rue de la Chaussee d'Antin, Paris 9e. WTD 1/16/63.

Radio and television sets and equipment, preferably transistor-sets, portable; stereo-amplifiers, and related outfits of new types. Agency for France or section thereof. Societe Generale d'Importation et D'exportation Rethore Freres, (importer, exporter, sales agent), Magnac-Lavalette, Charente. WTD 2/1/62.

IRAQ—Radios and phonographs, current 50 cycle, 220 volt. Direct purchase and agency. Muwaffaq al-Sheikhly, (importer, wholesaler, retailer, agent), P.O. box 178, Baghdad. WTD 10/6/62.

366 Communications Equipment

● **PAKISTAN**—Supply of fully transistorized carrier and repeater equipment. Tender no. 5-5/62/479, bid deadline June 10. Purchasing Coordinating Officer, Directorate General of Telegraph and Telephone, 48-A, Pakistan Secretariat, Karachi. Specifications are available free of charge at the Consulate General of Pakistan, 12 E. 65th St., New York 21, N.Y.

● **SUDAN**—Supply of 10 private branch exchange switchboards and associated equipment. Tender no. 139, bid deadline May 25. Controller, Stores and Workshops, Department of Posts & Telegraphs, Light Industrial Area, Khartoum South. (Telephone WO 7-4823).★

367 Electronic Components, Accessories

ENGLAND—Electronic components, capacitors, resistors, switches, electro-magnetic clutches and brakes, relays, potentiometers, rectifiers, semiconductors, test instruments, connectors and wire. Direct purchase and agency. Brookes & Green, Ltd., (importer and sales agent), Leadenhall Bldgs., 1, Leadenhall St., London EC.3.

Components for the electronics industry, with particular emphasis on miniature and sub-miniature products preferably having a military specification; particular interest in miniature toggle and push-button switches, tantalum capacitors, miniature relays and resistors. Direct purchase and agency. Waycom, Ltd., (sales agent), Capacity House, 2/6 Rothsay St., Tower Bridge Rd., London S.E.1.

FRANCE—Transistors of all types, radio tubes and accessories. Agency for France or a section thereof. Societe Generale d' Importation et d'Exportation Rethore Freres, (importer, exporter, sales agent), Magnac-Lavalette, Charente. WTD 2/1/62.

371 Motor Vehicles Accessories, Maintenance Equipment

FRANCE — Windshield de-icers. Direct purchase and agency. STIC- Societe pour le Traitement Interna des Chaudieres, (manufacturer, wholesaler, exporter), 36 bled de la Bastille, Paris 12t. WTD 8/9/62.

Service station and garage equipment; requests replies in French. Direct purchase and agency. Chemico—Societe des Ets. Roger Brillie, (manufacturer, importer), 17 rue Pages, Suresnes (Seine). WTD 2/26/62.

■ **INDIA**—Garage tools—armature growler, gauges; tools and equipments; large assortment of parts. Loan no. 217. U.S. source. Bid deadline May 10. India Motor Parts & Accessories, Ltd., P.B. 2422, 1/155 Mount Rd., Madras 2. Cable: INDIAMOTOR, Madras. Ref. no. 53(106)/62-AID(1). IL#E.129499/62/EI/M/L.IV.★

372 Aircraft and Parts

FRANCE—Aeronautical spare parts. Direct purchase and agency. Society Transavia, (importer and dealer), 29 rue Boisle-Vent, Paris 16e. WTD 1/3/63.

Aeronautical equipment and spare parts. Direct purchase and agency. Societe Air Material, (import, export), 1 Cite Paradis, Paris (10e).

■ **TURKEY**—Spare parts for 22 M-37 Dodge weapon carriers 4x4, 205 items, such as, gasket sets, pistons, bearings, fuel pumps, carburetors, water pumps, generators, distributors, transmissions, axles, brakes, wheels, steering and frames. Loan no. 98. Worldwide (899). Bid deadline May 15. Ref. no. 68/F-701/1827. Etibank, General Management, Electrical Dept., Ankara. Interested suppliers may obtain copies of the invitation to bid from: EBASCO Services, Inc., 2 Rector St., New York 6, N.Y.★

373 Ship Building, Repairing

JORDAN—Outboard motor boat with 50 bhp engine, adjusted for water skiing; glass-bottom survey launch to seat 20 persons; required dimensions: length 37'-38', beam 9'-10', depth 3'6"; requests earliest delivery date and price quotations CIF Aqaba—H.K. of Jordan. A. T. Hallac, Continental Hotel, (hotel, tourist center), Amman.

381 Scientific and Research Instruments Equipment

FRANCE—Spectrum monochromatic bulbs for laboratories; correspondence preferred in French. Luxardor — Albert Avigdor (broker), 7 Passage des Petites Ecuries, Paris 10e. WTD 8/6/62.

Precision, laboratory and other scientific equipment. Direct purchase and agency. S.V.I.P.—Societe de Verre Industrial de Precision, (manufacturer), 28 rue Charles Baudelaire, Paris 12e. WTD 1/4/63.

INDIA—Laboratory equipment, microscopes. Loan no. 157. U.S. source. Bid deadline May 12. J. B. Advani-Oerlikon Electrodes, Pvt., Ltd., Radia House, 4th fl., 6 Rampart Row, Bombay 1. IL#989112/DLF-157/61. Ref. no. 4(254)/62-AID.II.★

● **KOREA** — Various laboratory instruments including but not limited to the following: hydrogen ion meter, remote pipetting device for transferring liquids, high vacuum pump, freeze mobile, manifold bulk drying chamber, microscope, laboratory ovens and others. Invitation for bids no. AEC-3034-S, bid deadline May 21. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: WOrth 7-2312).

★★ **MEXICO**—Industrial chemical laboratory firm interested in representing as agent U.S. manufacturers of scientific control apparatuses for laboratory use. Laboratorio Quimico Industrial, Orteaga Oriente 1539, Monterrey, N.L., NCIA. I.R. 168

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

FRANCE—Regulation systems for refrigerating devices; requests replies in French. Cie d'exploitation & de vente de Materiel Industriel, (importer, agent), 88 rue de la Chapelle, Paris 18e.

PORTUGAL—Thermostats for household and industrial refrigerators. Carrasqueiro & Teixeira, Lda., (importer, wholesaler, retailer, manufacturer), Avenida 5 de Outubro 175, Lisbon 1. WTD 2/7/63.

384 Diving Equipment

● **INDIA**—Supply of 20 items consisting of diving gear, diving apparatus, diving dresses, for use of divers. Items required to conform to Heinke's code numbers. Tender no. 131/EI/IDA/, bid deadline June 5. Each bid should be accompanied by the sum of Rs. 1,000 ($210) as earnest money. The Controller of Stores, Bombay Port Trust, Clarke Bunder, Mazagon, Bombay 10.★ (Telephone: WOrth 7-2939).

384 Surgical, Medical, Dental Supplies

AUSTRALIA—All dental materials and instruments. Direct purchase and exclusive agency for Australia. Martin Halas Dental Co., (importer, wholesale distributor), 43-45 Charles St., East Sydney or 214 Pitt St., Sydney.

FRANCE—Surgical equipment including respirators, reanimation and oxygenotherapy devices. Direct purchase and agency. L.S.A. Lejeune Seitz & Ameline, (import, export), 35 rue de Clichy, Paris 9e. WTD 2/19/63.

GERMANY—Surgical instruments and equipment, doctors' and hospital requirements; correspondence preferred in german. Johannes Drescher, Fachgeschaeft fuer aerztlichen und sanitaeren Bedarf, (importer, distributor, retailer), 62 Schadowstrasse, 4 Duesseldorf. WTD 2/15/63.

Dental instruments, apparatus, equipment, preparations and materials. Exclusive distributorship on direct purchase and commission fee basis for northwestern part of Germany. Direct purchase and agency. Curt Budde, (wholesaler), 25 Krahnstrasse, Osnabrueck.

Dental equipment, apparatus, tools. Exclusive distributorship for northern part of Germany. Erwin Hansen, (wholesaler), 2 Baumgartenstrasse, Oldenburg i.o.

Dental instruments, apparatus, equipment and related products, preparations and materials. Exclusive distributorship in Germany. Carl Huxhol, (importer, wholesaler), 24 Schillerstrasse, Osnabrueck.

386 Photographic Equipment

FRANCE—Portable sound film projector, 16 or 8 millimeters, light and small, with incorporated screen. Direct purchase and agency. Les Films Armorial, (manufacturer), 9 rue du Honovre, Paris 2e.

● **INDIA**—Photogrammetric, photo-process and map printing equipment and apparatus. Quotations and descriptive literature required by Superintending Geologist, Geological Survey of India, (Government of India), Map Production Division, 29 Chowringhee Rd., Calcutta.★ (List of products required available.)

387 Watches, Clocks, Clockwork Operated Devices

FRANCE—All kinds of industrial clocks; requests replies in French. Cie d'Exploitation & de Vente de Materiel Industriel, (importer, agent), 88 rue de la Chapelle, Paris 18e.

391 Jewelry, Silverware, Plated Ware

KUWAIT—Cuff links, tie pins and clips; requests replies from manufacturers only. Gulf Store, (general merchandise), P.O. box 174, Kuwait. WTD 10/6/60.

394 Toys, Amusements, Sporting Goods

ENGLAND—Fishing tackle. Direct purchase and agency. Pegley-Davies, Ltd., (importing distributor, manufacturer), Hersham Trading Estate, Walton-on-Thames, Surrey. WTD 8/17/62.

GERMANY—Toys of all varieties; correspondence preferred in german. Direct purchase and agency. Peter Schmitt (importer and wholesaler), 67 Johannisstrasse, 5 Koeln. WTD 2/6/63.

Skin diving equipment, sporting goods and souvenirs for skin divers; requests replies from manufacturers only. Paulsen & Co., (importer, wholesaler), Bleichenbruecke 10, Hamburg 36. WTD 5/25/62.

395 Pens, Pencils, Office, Artists' Materials

FRANCE—Office and drawing supplies, small items; requests replies in French. Societe de Gerance des Ets. Angalis, (importer, exporter, wholesaler), 3 rue de Montyon, Paris 9e. WTD 1/31/63.

IRAN — Fountain and ball point pens, quantity and quality to be determined through correspondence. Exclusive direct purchase and agency. Akhovat Shop, (merchant). 679 Ave. Naderi, Tehran. WTD 4/1/63.

396 Costume Jewelry, Costume Novelties

KUWAIT—Cuff links, tie pins and clips; requests replies from manufacturers only. Gulf Store, (general merchandise), P.O. box 174, Kuwait. WTD 10/6/60.

399 Manufacturing Industries

■ **BOLIVIA** — Miscellaneous commodities, 66 items, such as rubber acid gloves, welders gloves, safety shoes, lead-in air analyzer kit, complete, straight stream nozzles with hose, lapp pulsafeeder metering centrifugal pump, seep-cup case thermometer assembly non-sparking metal cup, gasoline indicating paste, flanges welding neck, welding torches, nozzle type one, seaming compound. PA#511-898-256-2201. Limited worldwide (898). Bid deadline May 15. Yacimientos Peteroliferos Fiscales Bolivianos, Apartado Correo no. 401, La Paz. Invitation no. 90. Detailed specifications, special instructions, conditions and bid forms may be obtained from the Embassy of Bolivia, 1145—19th St., N.W., Washington, D.C., Attn: Mr. Mario Salcedo.

■ Miscellaneous commodites, 22 items, such as electrodes, drilling stems, arched gooseneck rear loading trailer, valves, generators and spare parts. PA#511-898-256-2201. Limited worldwide (898). Bid deadline May 15. Yacimientos Petroliferos Fiscales Bolivianos, Apartado Correo no. 401, La Paz. Invitation no. 92. Detailed specifications, special instructions, conditions and bid forms may be obtained from the

Embassy of Bolivia, 1145-19th St., N.W., Washington, D.C., Attn: Mr. Mario Salcedo.

GERMANY—Novelties for showmen and fairs; requests correspondence in german. Direct purchase and agency. Peter Schmitt, (importer and wholesaler), 67 Johannisstrasse, 5 Koeln. WTD 2/6/63.

Small, inexpensive fair ground toys and novelties of all varieties; correspondence preferred in german. Direct purchase and agency. Hans Uhrmacher & Co. K.G., (wholesaler and importer), 22 Rudolfstrasse, 51 Aachen. WTD 2/6/63.

■ **NIGERIA**—Equipment for agricultural research, extension and education: fabricated iron and steel buildings; industrial machinery and equipment; electrical apparatus and parts; industrial machinery, accessories and parts; scientific and professional instruments, apparatus, supplies and parts, laboratory equipment and supplies, soil science and root crop. Reference nos. EC3/Various 3633E; EM2/3633; G4/3633 AW;G5/3633 AT. PIO no. 620-N-11-AJ-9-30166. Limited worldwide (901). Bid deadline May 8. Firms wishing to bid are instructed to send their offers, including cost of delivery C & F Port Harcourt, to: Crown Agents, 4 Millbank, London, S.W.1, England.

505 Farm Products, Raw Materials

FRANCE—Hides and skins, all types; correspondence preferred in french. Amedee Missir & Co., (fur dressing and finishing), 40 rue de l'Echiquier, Paris 10e. WTD 12/27/62.

FRANCE—Raw furs, all types; correspondence preferred in french. Amedee Missir & Co., (fur dressing and finishing), 40 rue de l'Echiquier, Paris 10e. WTD 12/27/62.

509 Wholesalers

FRANCE—Nonferrous metal scrap. Affinerie de Bezons, (manufacturer), 8 route de Carrieres, Bezons (Seine & Oise).

GERMANY—Waste paper, price quotation: storehouse Frankfurt; correspondence preferred in german. Walter Trapp, (importer, exporter, wholesaler), 6 Franziusstrasse, Frankfurt/Main.

Extraction plants planned for UAR

The General Organization for Executing the Five Year Industrial Plan invites tenders for the supply and erection of six continuous plants for the extracting by organic solvent (hexane) of undicorticated, unprepressed cottonseed.

The bid deadline is June 30.

Three plants will be located at Alexandria, one at Kafr-Elzayat, one at Tanta and one at Minia. Capacity of each plant will be 200 tons per day (24 hours) of cotton seed.

The General Organization may be addressed at 6 Khalil Agha St., Garden City, Cairo. A set of specifications is available on a short-term basis to firms located in the U.S. from the General Industrial Equipment Division, BDSA, Department of Commerce, Washington 25, D.C. (Telephone: WO 7-5589).

Bid deadline extended

The Government of Kuwait has announced extension of the registration deadline of tenders from May 1 to May 15 for the ammonia plant. (INTERNATIONAL COMMERCE, April 22, p. 34)

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

200 Food

FRANCE—Canned goods: vegetables, meat, fish, fruit, fruit-juices; requests replies in French. Comptoir National d'Approvisionnement General—C.O.N.A.D.A.G., (import, export), 77 rue du Fg-St-Denis, Paris 10e.

NIGERIA—Canned foods, bulgur wheat. Pan Bros., (1960), Ltd., (sales representative), 19/21 Balogun St., Lagos. WTD 4/1/63.

207 Confectionery

FRANCE—Confectionery products; requests replies in French. Comptoir National d'Approvisonnement General — C.O.N.A.D.A.G., (import, export), 77 rue du Fg St-Denis, Paris 10e.

209 Food Preparations

HONDURAS—Cinnamon, cloves, pepper, and similar spices, in 100 lb. bags; fresh boxed fruit, not tropical fruit, high quality; price quotations to include commission. Raymond Acorda, (importing distributor, commission agent), P.O. box 15, San Pedro Sula. WDT 3/4/63.

211 Cigarettes

GREECE—Cigarettes; requests replies from manufacturers only. A.M. Veronis, (importer, wholesaler and sales agent), 7 Pantopoulou St., Athens (410). WTD 4/3/63.

220 Textile Mill Products

AUSTRALIA—Furnishing-upholstery items such as p.v.c., synthetic coverings, or new products directed towards upholstery likely to be complimentary to a polyurethane foam agency. Greendale Engineering & Cables Pty., Ltd., (merchant and engineer), 43-51 Nelson St., Annandale, N.S.W. WTD 9/27/61.

BARBADOS—Men's tropical suitings made of artificial and natural fibre combinations. Agency in the eastern Caribbean. Pioneer Agencies, Ltd., (commission agency), P.O. box 252, Bridgetown. WTD 3/14/63.

FRANCE—Fabrics for manufacturing apparel, wool, cotton, manmade fiber. Joel Chotard-Chavanon, (agent), 26 rue d'Aboukir, Paris.

Fabrics for the manufacture of sport clothes, raincoats and trousers; correspondence preferred in French. Anta, (manufacturer), 12 rue Saint-Fiacre, Paris 2e.

IRAQ—Woolen, cotton, and synthetic textiles; requests replies from manufacturers only. Mohammed Attiya & Co., (commission agent), Sayed Taha Bldg., Mutanabi St., Baghdad. WTD 2/19/63.

THAILAND—Cotton and acetate shirtings. Seven Seas Traders, Ltd., Partnership, (importer, exporter, indent agent), 68 Soi Dejo, Suriwongse Rd., Bangkok. WTD 4/1/63.

225 Knitting Mills Products

FRANCE—Knitted wear for men and women. Jean Gerard (commission merchant), 41 rue Beaubourg, Paris 3e. WTD 7/28/62.

264 Converted Paper Products

GERMANY—Copper laminated paper; correspondence preferred in German. Hermann R. Ketter Werksvertretungen, (agent), 6000 Frankfurt/Main 1, Speyererstrasse 19.

281 Industrial Chemicals

FRANCE—Chemical products of a novel character for the textile industry. Hubert Wittorski, (agent), 127 Avenue des Champs-Elysees, Paris 8. WTD 3/26/63.

282 Plastics Materials, Synthetic Resins

FRANCE—Materials and supplies suitable for the plastic industry. Campagnie Centrale des Metaux, (agent), 41 rue Auger, Pantin (Seine).

MOROCCO—Conventional low density polyethylene; requests replies from manufacturers only. Exclusive agency for Morocco. Cerboli, (manufacturer's agent), 31, Blvd. Hassan Seghir, Casablanca. WTD 1/11/63.

311 Leather Tanning, Finishing

CANADA—Kid leather for shoe manufacturing trade. A. G. Mooney, Ltd., (importing distributor, manufacturer's agent, commission merchant), 20 Bates Rd., Montreal 8, Quebec. WTD 10/31/62.

342 Cutlery, Hand Tools, General Hardware

THAILAND—Builders' hardware. Seven Seas Traders, Ltd., Partnership, (importer, exporter, indent agent), 68 Soi Dejo, Duriwongse Rd., Bangkok. WTD 4/1/63.

343 Heating Apparatus (Except Electric)

NEW ZEALAND—Stoves, heaters and commercial apparatus all operating on natural gas; requests replies from manufacturers only. Moginie, Cooke & Co., Ltd., (importer, manufacturers' agents), 53 Fort St. or P.O. box 952, Auckland. WTD 2/27/63.

344 Fabricated Structural Metal Products

CHILE—Accessories, supplies and equipment to complement present manufacturing line (industrial boilers, steel tubing and pipes, steel storage tanks, structural steel and shapes, transportation equipment, freight terminals, hoppers and chutes, fishing vessels, tugs, dredges, barges and lighters); requests replies from manufacturers or firms offering consultant services on a royalty basis. Mr. Luis Ricci G., Maestranza Maipu, (manufacturer, contractor, civil engineer), Amunategui 31, Casilla 13542, Santiago. WTD 2/7/62.

353 Construction, Mining, Materials Handling Machinery

ITALY—Excavators and truck cranes; requests replies from manufacturers only. Trojsi—Alacci, s.p.a., (manufacturer), Via Vittorio Veneto 10, Milan. WTD 1/26/63.

354 Metalworking Machinery

FRANCE—Welding equipment of advanced types; correspondence preferred in French. Manufacture Francaise de Soudure, (manufacturer), 112 rue de la Gare, Busigny (Nord). WTD 8/10/62.

355 Special Industry Machinery

ITALY—Machinery and equipment for the concentration and conservation under vacuum of citrus fruit juices by dehydration process. Astrel del Dr. Mario Sciuto, (manufacturer's agent, importer, assembler), via Mogadiscio 25, Catania. WTD 9/13/60.

NETHERLANDS—Machines and equipment for drying and transporting cereals; requests replies from manufacturers only. Kongskilde Maskinfabrik A/S, (manufacturer's agent), 600 Rijsbergsweg, Breda.

356 General Industrial Machinery

GERMANY—Dust extraction machinery and equipment; requests replies from manufacturers only. Agency for Germany. RAS GmbH. & Co., K. G. Ingenieur-Buero u. technische Handelsgesellschaft, (wholesaler), 437 Marl-Huels/W. WTD 1/31/63.

357 Office, Computing, Accounting Machines

NEW SOUTH WALES—Staples, stapling machines. Industrial Stationers Pty., Ltd., (manufacturer's agent & commission merchant), 647 Pittwater Rd., Deewhy. WTD 3/22/63.

358 Service Industry Machines

FRANCE—Refrigerating and air-conditioning equipment. Sagimco Engineering Corp., (manufacturer, agent), 34 ave. des Champs Elysees, Paris 8e.

361 Electric Transmission Equipment

FRANCE—Industrial electrical and electronic apparatuses: control and measuring apparatuses, circuit-breakers, combined time pulse relays-circuit breakers, relays, and signals, switches, etc. Societe Servelec, (manufacturer), 10-18 rue Roux Signat, Lyon (Rhone). WTD 2/21/62.

Measuring apparatuses; semi conductors. Societe Electronique, (importer, agent), 1 rue Castex, Paris 4e. WTD 1/29/63.

Electric arc welding equipment. Univacier, (manufacturer), 44bis avenue Jean Jaures, Pantin (Seine). WTD 1/15/62.

Welding equipment of advanced types; correspondence preferred in French. Manufacture Francaise de Soudre, (manufacturer), 112 rue de la Gare, Busigny (Nord). WTD 8/10/62.

363 Household Appliances

FRANCE—Electrical household equipment, all kinds; correspondence preferred in French. Artifrigo, (dealer), 126 avenue Henri Barbusse, Colombes, Seine. WTD 10/26/62.

Household electrical appliances, all kinds. Societe Commerciale Francaise d'Importation, (importer and dealer), 1 bis rue Dupont-des-Loges, Paris 7e. WTD 11/29/62.

GERMANY—Electric dishwashers. Exclusive agency for Germany on commission basis. Harry Willems, (importer, wholesaler), 32 An der Weide, Bremen. WTD 7/28/61.

366 Communication Equipment

FRANCE—Radio equipment for aircraft. Eurafricair—E.A.M., (commission agent), 46 rue Jacques Dulud, Neuilly (Seine). WTD 6/6/62.

367 Electronic Components

GERMANY—Resistors, transistors, condensors; correspondence preferred in German. Hermann R. Ketter Werksvertretungen, (agent), 6000 Frankfurt/Main 1, Speyererstrasse 19.

371 Motor Vehicles Equipment

FRANCE—Automobile accessories; requests replies in French. Societe d'equipments Automobiles & Industriels, (trader), 115 rue de la Croix-Nivert, Paris 15e. WTD 3/2/62.

Spare parts and accessories, supplies and tools for automobiles; requests replies in French. Augustin Bataille, (manufacturer, dealer), 13 rue du Landy, Clichy (Seine). WTD 2/1/63.

372 Aircraft and Parts

FRANCE—Aircraft spare parts, new and second hand planes. Eurafricair—E.A.M., (commission agent), 46 rue Jacques Dulud, Neuilly (Seine). WTD 6/6/62.

381 Engineering, Laboratory, Scientific Instruments

FRANCE—Electrophoresis, chromatography and other laboratory equipment; correspondence preferred in French; requests replies from manufacturers only. Medi-Sciences, (importer and dealer), 115 rue de Javel, Paris 15e.

395 Office, Artists' Materials

NEW SOUTH WALES—Office supplies such as pens, pencils. Industrial Stationers Pty., Ltd., (manufacturer's agent & commission agent), 647 Pittwater Rd., Deewhy. WTD 3/22/63.

224 Narrow Fabrics, Smallwares Mills Products

FRANCE—Decorative braid or plaits for manufacturers of straw hats, in various colors, available for exportation in cardboard containers of 80 pieces each, average length of braid-piece, 100 meters (338 feet). Direct or through agent. Claude France Fils, (Anciens Etablissements L. France), Septfonds, Tarn-et-Garonne. For samples write to Commercial Intelligence Division, BIC, rm. 1310, Department of Commerce, Washington 25, D.C.

313 Boot, Shoe Cut Stock

PAKISTAN—Leather of all sorts (uppers, soling and linings). The Leather and Allied Industries, Ltd., G. T. Rd., Wazirabad. WTD 3/22/63.

342 Cutlery, Tableware

PAKISTAN—Cutlery, best quality silver plated brass. Steadfast Co., Nihal Chand St., Sialkot. WTD 3/22/63.

348 Fabricated Wire Products

ENGLAND—Steel wire—mild and high carbon, rope and spring wire. The Longford Wire Co., Ltd., Warrington, Lancashire. WTD 3/18/63.

355 Special Industry Machinery

NETHERLANDS—Wants American agent to handle and stock plastic textile loom parts. Kors Plastics, Lochem. WTD 4/3/63.

363 Household Appliances

PERU—Refrigerators, household appliances, household sanitary ware, household ironing boards. Corporacion Comercial del sur S.A. "Corsur", P.O. box 33, Arequipa. WTD 7/27/62.

365 Radio, Television Receiving Sets

PERU—Television receivers, radio receivers, record players, tape recorders. Corporacion Comercial del sur S.A. "Corsur", P.O. box 33, Arequipa. WTD 7/27/62.

394 Toys, Amusements, Athletic Goods

SPAIN—Toy cannons, reproductions of antique pistols, swords and panoplies. F.A.F., Plaza de Santo Domingo 13, 3° Planta, no. 10 y 11, Madrid.

399 Manufacturing Industries

AFGHANISTAN—Skins and sheepcasings. Pritpal Singh Pahuja, P.O. box 281, Sarai Hazargul, Kabul. WTD 4/3/63.

599 Retail Stores

MOROCCO—Artisanal items to the U.S.: hand-made models of water-bearers and dancers dressed in traditional costumes. E.D.A.C., 69, rue Abdellah Almediouni, Casablanca. WTD 9/26/62.

PERU—Galvanized corrugated steel roofing, galvanized dome nails, coke tinplate, conduit tubing, furniture steel tubing, building hardboard, cedar plywoods, semi-refined paraffin wax, motorcycles, novelties, spices (natural state), rolled oats (bulk). Corporacion Commercial del sur S. A. "Corsur", P.O. box 33, Arequipa. WTD 7/27/62.

SPAIN—Wrought iron fireplace tools, lamps, lighting fixtures and similar items. Compania Auxiliar de Transportes, Jose Antonio 20, Madrid 14.

Hand embroidered mantillas, table linen and blouses. F.A.F., Plaza de Santo Domingo 13, 3° Planta no. 10, 11, Madrid.

Leads for Importers

Commodities are offered direct unless specified.

203 Canning, Preserving Foods

AFGHANISTAN — Dried fruits, cumin seeds and medicinal herbs. Pritpal Singh Pahuja, P.O. box 281, Sarai Hazargul, Kabul. WTD 4/3/63.

FRANCE—Food specialties and particularly precooked Cannelloni Menagere (stuffed with meat and tomato sauce). Etablissements Barbier & Dauphin, 4 Place Jeanne d'Arc, Aix-en-Provence, B-d-R. WTD. 12/4/61.

207 Confectionery

INDIA—Indian sweets like "Rasagula" and "Sandesh" made of "Chhanna" (cottage cheese) and "Barfi" and "Peda" made of "Khoa" (condensed milk). All India Sweet Manufacturers Association through the Secretary, Development Council for Food Processing Industries, Ministry of Commerce and Industry, Udyog Bhavan, New Delhi.

Construction Projects

Supplementary information on items followed by (★) and on NATO projects is available to U.S. firms domiciled in the United States from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-4674 in Washington.

U.S. firms not already certified to participate in NATO bidding should send a résumé of their qualifications to the Trade Opportunities Staff, as described in the brochure on the NATO international competitive bidding program, available from that division.

A list of heavy construction projects and a list of building projects published during the second quarter of 1962 is available on loan. ★

BARBADOS—The Barbados Government and Hilton Hotels International has signed an aggreement providing for the construction of a 100-bed hotel at Needham's Point, just east of Bridgetown. Under the agreement, the Barbados Government will build and own the $2 million structure. Hilton International will operate the hotel for one-third of the profits.

It will take approximately 18 months to complete construction on the proposed project. Work will commence around October.

So far, no definite plans regarding construction and equipment contracts have been made. However, it is assumed that international bids will be issued when a decision is reached. Warner, Burns, Toan and Lunde, 724 5th Ave., New York, executed the preliminary drawings for the hotel, but no decision has been made regarding supervising architects.

Interested firms may contact the Barbados Government for further information.

CHILE—The Inter-American Development Bank has approved a loan equivalent to $5,125,000, to help finance the first stage of a project to improve and expand the water supply system of Santiago, Chile.

The loan will finance 48 per cent of the cost of the first stage of improvements scheduled for the next three years. This stage consists of the construction of treatment plants at the supply sources of Las Vizcachitas and La Reina, the installation of a pumping station, and storage tanks, the improvement of two main aqueducts, and expansion of the distribution network, including new home connections.

Machine bookkeeping and billing systems will be introduced to improve the administration of water service, 95 per cent of which is metered. It is expected that after the completion of these projects, water consumption by the commercial and industrial sectors will rise from 13 per cent of the total to 30 per cent.

It is also expected that these improvements will permit the elimination of water restrictions imposed during the summer season, which affect about 25 per cent of the metropolitan population.

It is estimated that the project will make possible an increase in the per capita supply from 282 liters per day in 1962 to 428 by 1982, taking into account the future demand in terms of a growth of the industrial and commercial sectors as well as of the population of the metropolitan area.

Up to $3,625,000 of the loan will be in dollars or other currencies available to the Bank, the remainder in escudos. Of the dollar portion, up to 2 million dollars will be used to finance imports and the remainder to cover local costs.

Firms may contact Empreso de Aqua Potable, Santiago, Chile.

INDIA — The Export-Import Bank of Washington has authorized a $5 million credit in favor of the privately-owned Hindustan Aluminum Corp. (HINDALCO) of Bombay, India.

The credit will be used to purchase, in the U.S., machinery, materials, equipment, and related services to construct an aluminum fabricating plant at Renukoot in northern India.

The new facility will process ingots into re-draw rod, extrusions, and flat and coiled products at a rate of 15,000 metric tons per year. Total cost of the project is set at over $11 million. The $5 million Eximbank credit will cover costs of U.S. aluminum melting, casting and fabricating machinery, and also engineering design of construction to be performed by the Kaiser Engineers Overseas Corp.

Firms may contact Hindustan Aluminum Corp. (HINDALCO), Bombay, India.

IVORY COAST—After many months of negotiation, Government has finally approved plans to construct fish freezing plant in Abidjan. Proposed project has estimated value of about $408,000, and will provide means of transporting frozen fish into interior and abroad. Canneries, including U.S. firm, will use these facilities.

Interested firms may contact Société de Construction et d'Exploitation des Installations Frigorifiques du Port d'Abidjan (SOCEF), Abidjan, Republic of Ivory Coast, for details.

PAKISTAN—The foreign exchange costs of constructing a new international airport at Dacca, will be financed under a U.S. loan authorized by the Agency for International Development.

The proposed airport, to be located eight miles from the center of Dacca at Kurmitola, will replace the present one at Tejgaoan.

A loan of $4.3 million, approved by AID, will finance the purchase in the U.S., of heavy construction machinery, building materials, and engineering services for building the airport; including terminal buildings and housing, access roads, electrical lighting, water supply, and refueling installations.

Interested firms may contact the Government of East Pakistan, Dacca, East Pakistan, for details.

SPAIN—Plans to construct chemical fertilizer plants in Northwest, Central and Southwest Spain are being considered. The plants are as follows:

1.) Province of La Coruna (northwest corner of Spain)—a plant with daily capacity of 325 short tons of ammonium fertilizer and 225 short tons of urea.

2.) Province of Huelva (southwest corner of Spain)—a plant with daily capacity of 525 short tons of sulphuric acid, 140 short tons of phosphoric acid and 25 short tons of ammonium phosphate (11% nitrogen, 48% phosphate).

3.) Province of Castellon (north central Mediterranean coast of Spain)—a plant with daily capacity of 250 short tons of nitric acid, 150 short tons of ammonium nitrate and 500 short tons of mixed fertilizer (14% nitrogen, 14% phosphate, 14% potash).

Estimated cost of this project is placed at $40 million. A consortium of American Spanish, and German firms will participate in this project.

Interested firms may contact FERTIBERIA, Calle Villanueva 13, Madrid, Spain for further details.

Well-boring equipment asked by Sudan

The Assistant Manager (Supplies), of the Sudan Gezira Board, Barakat, Sudan requests quotations for the supply of well-boring equipment.

The following is included: 4,000′ 10¾″ o.d. seamless casing; 2,500′ 10¾″ o.d. seamless slotted casing; 21 prefabricated bolted steel tanks, approximate capacity 10,800 gallons; 21 ms. tank support towers 18′ high above ground; 21 complete engine driven pumps; seven complete turbine pumps and miscellaneous galvanized tubes and fittings. The bid deadline is May 20.

One copy of the specifications is available for review only in rm. 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington 25, D.C. (WOrth 7-4242.)

UAR extends deadline on fertilizer plant bids

The General Organization for Executing the Five-Year Industrial Plan, 6 Khalil Agha St., Garden City, Cairo, United Arab Republic has announced that the bid deadline of the tender for the extension of Societe El Nasr d'Engrais et D'Industries Chimiques at Attaka, Suez, has been postponed from May 1 to June 1.

This is the second postponement. The original deadline was March 16, and the tender was announced in the March 25 issue of International Commerce.

A copy of the specifications is available on a loan basis to firms in the U.S. from the General Industrial Equipment and Components Division, Department of Commerce, BDSA, rm. 4022, Washington 25, D.C.★ (Telephone: WO 7-5589).

Ceylon wants tenders for cane trailers

The General Manager of Gal Oya Development Board of the Government of Ceylon, calls for tenders for the supply of 100 cane trailers.

The deadline for submission of bids for tender no. 141 is May 15 to Colombo 7, Ceylon. Specifications for this tender can be obtained by firms located in the U.S. from the ACME Division, BDSA, rm. 4025, Department of Commerce, Washington 25, D.C.

Five foreign shipping firms want to serve U.S. companies

Five foreign shipping agencies have indicated a desire to act as steamship agents for U.S.-flag shipping companies.

The agencies are located in Antwerp, Belgium; Rangoon, Burma, Damman, Saudi Arabia; Paramaribo, Surinam; and Izmir, Turkey.

Additional information is available from the Transportation and Insurance Division, Bureau of International Commerce, Washington 25, D.C.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

AUSTRALIA—Mr. Greville Maizels, representing Greville Maizels & Co., Pty., Ltd., 20 King St., Sydney, interested in contacting manufacturers of **metal mesh handbags and export agencies.** May 1 via New York for three weeks. c/o L. Harris & Co., Inc., 443 Park Ave., New York, N.Y. Itinerary: New York, Chicago, San Francisco.

Bruce S. Thompson, representing Phoenix Foundry, Ltd., 156-164 Wellington St., Launceston, Tasmania, interested in **stainless steel and aluminum fabrication** and requesting technical information on same. April 29 via Honolulu for three weeks. c/o Australian Consul General, 636 Fifth Ave., New York 20, N.Y. Itinerary: San Francisco, New York, Portland, Seattle, Nashville, Chicago, Los Angeles.

Mr. Harry Cohen, representing Newcastle Furniture & Fitting Co., 297 James St., Perth, interested in **shop fixtures; steel partitioning; office furniture.** May 7 via San Francisco for five months. c/o Bank of America National Trust & Saving Assoc., 300 Montgomery St., San Francisco, California. Itinerary: San Francisco.

Mr. E. J. Olsen, representing ETA Foods, Pty., Ltd., 14 Manila St., East Brisbane, Queensland, interested in **packaging and processing machinery for peanut, popcorn and potato chip industry.** May 10 via Los Angeles for 40 days. c/o Drake Wiltshire, San Francisco; Beverly Hilton, Los Angeles; Potato Chip Institute, Cleveland, Ohio. Itinerary: Los Angeles, San Francisco, Chicago, Washington, Cleveland, New York.

Mr. Ronald J. T. Payne, representing Ronals J. T. Payne, Pty., Ltd., 385 Bridge Rd., Richmond, Victoria, interested in **electronic testing equipment, computer and data processing, industrial control equipment and nucleonic instruments.** May 10 via New York for 2-3 weeks. c/o Australian Trade Commissioner, Australian Consulate General, 636 Fifth Ave., New York, N.Y. Itinerary: New York; Boston, Waltham, Foxboro, Cambridge and Watertown (Mass.); Hatboro (Pa.); Garland, Dallas and Houston (Texas); La Habea, Goleta, El Segundo, Mountainview (Cal.)

BRAZIL—Mr. George Kern, representing Granja Esperanca (Hope Farm), P.O. box 838, Curitiba, Parana, interested in **raising of broilers** and requesting technical information on same. May 10 via Miami for two months. c/o Anat New York Co., 1860 Broadway, New York 23, N.Y. Itinerary: Florida, Georgia, Alabama, Mississippi, Arkansas, Missouri, Illinois, New York.

HONG KONG—Lawrence H. L. Fung, representing A. Dransfield & Co., 717 Alexandra House, Hong Kong, interested in **transistorized ignition for motor cars, electronic flash guns for cameras, rope and twine, nets (fish nets), fiber-glass boats;** Representing American Lines: Overseas Representative of American Insurance companies. Would be interested in visiting plants producing rope and twine and in companies manufacturing machinery in this line. April 29 via Boston for 1-3 months. c/o Kenneth Fung, #4 Ellsworth Ave., apt. 34, Cambridge, Mass. Itinerary: Boston, New York, Washington, Chicago, San Francisco, Los Angeles, Honolulu.

ISRAEL—Mr. Jacob Lax and Mr. Rudolfo Gumbo, representing "Hadish," 33 Zevulun St., Tel Aviv, interested in obtaining production methods and technical knowhow for the **manufacture of cereals including corn flakes, puffed wheat** and similar products. Purchase of machinery and equipment is contemplated. May 1 via New York for two weeks. c/o Mr. I. Schildkraut, 163 Hawer St., Brooklyn, N.Y. Itinerary: New York.

Fritz Lewinson, representing Israel Periodicals, 13 Montefiore St., Tel Aviv, interested in **export marketing publications** and requesting technical information on advertising and public relations. May 1 via New York for 4 weeks. c/o Government of Israel, Office of the Trade Commissioner, suite 605, 850 Third Ave., New York 22, N.Y. Itinerary: New York, Chicago, Washington, Los Angeles.

LEBANON—Mr. Wadih T. Shabshab, representing Shabshab & Bridi, Souk Aboun-Nasr, Beirut, interested in **canned and other foodstuffs.** May 1 via Miami for one month. c/o Lebanese Consulate General, New York, N.Y. Itinerary: New York, Miami, Columbia (S.C.), Washington Chicago.

NORWAY—Mr. Arne Host, Managing Director, A/S Per Kure, 22/24 Universitetsgaten, Oslo, interested in purchasing **household dishwashing machines, electric ranges, and household washing machines.** May 1 via New York for four weeks. c/o Department of Commerce Field Office, Empire State Bldg., New York 1, N.Y. Itinerary: New York.

Mr. Bjorn Norlie, representing Eik & Hauskens Maskinforretning A/S. 12 Nygaten, Oslo, interested in importing **tractors and agricultural machinery.** May 6 via New York for one week. c/o Hotel Statler, Detroit, Mich. Itinerary: New York, Detroit, Minneapolis, Birmingham (Mich.).

SINGAPORE — Walther Seeger, 123-A Cecil St., Singapore 1 (while Mr. Seeger is travelling, forward to Binder St. 17 2nd floor Pension Dreyer, Hamburg 13, W. Germany), interested in general industrial and consumer items including **industrial chemicals, household consumerwares, hotel equipment,** such sundries as clocks, office equipment, wishes to meet with manufacturers of above (or manufacturers, organizations) in order to act as manufacturers, representative for southeast Asia in Singapore. April 30 via San Francisco for nine days. c/o Department of Commerce Field Office, 555 Battery St., San Francisco 11, Calif. Itinerary: San Francisco, New York.

SOUTH AFRICA—Mr. J. R. A. Bailey, representing Drum Publications, (Pty.), Ltd., and Post Newspapers, (Pty.), Ltd., 15 Troye St., Johannesburg, interested in purchasing machinery such as the **latest litho printing, litho plate making and typewriter setting equipment** and requesting technical information on same, April 29 via New York for two weeks. c/o Beekman Towers Hotel, 1st Ave. and 49th St., New York, N.Y. Itinerary: New York.

George Cedric Vincent Graham, representing Fine Wool Products of South Africa, Ltd., P.O. box 65, Uitenhage, Cape Province, interested in investigating latest developments in the U.S., in the **manufacture of acrylic fibers and orlon; textile machinery—capital equipment** and requesting technical information on Poslam Process (Du Pont). May 8 via Los Angeles for three weeks. c/o B.O.A.C., Boston, Mass. Itinerary: Los Angeles, New York, Boston, Wilmington, (Del.).

SPAIN—Francisco Benavent (accompanied by Mr. Walter Van Lotringer), representing Benavent, S.A., Paseo de Gracia 87, 5°, Barcelona, interested in **licensing production of kitchen or other household equipment** (commodities to be chosen during stateside visit). May 7 via New York for 5 weeks. c/o Miss Violet Lehmann, Department of Commerce Field Office, 6100 Empire State Bldg., Fifth Ave., New York, N.Y. (until May 8; c/o Esteve Bros., Cotton Exchange Bldg., Dallas, Texas (May 8-15). Itinerary: New York, Savannah, Dallas, Denver, Los Angeles, San Francisco.

Pedro Bloch, representing Central Corsetera, S.A., (and allied interests), Calabria 205, Barcelona, interested in seeing **factories of ladies girdles and brassieres.** April 24 via New York for 2-3 weeks. c/o Henry M. Plehn, 389 Fifth Ave., New York, N.Y. Itinerary: New York, Miami.

SWEDEN—Mr. Nils-Erik Johannson, representing Kooperativa Forbundet (The Swedish Cooperative Union and Wholesale Society), Stadsgarden 6, Stockholm 15, interested in contacting manufacturers of **home furnishing textiles and furniture** and requesting technical information on same. April 29 via New York for two weeks. c/o Barbizon-Plaza Hotel, 106 Central Park South, New York, N.Y. Itinerary: New York, Chicago.

SYRIAN ARAB REPUBLIC—Dr. Ahmad Sawah (MD), representing Sawah and Co., Place Azme, Damascus, interested in **medical equipment, central heating equipment.** May 8 via New York for 2-3 weeks. c/o Wellington Hotel, 7th Ave. at 55th St., New York 19, N.Y. Itinerary: Chicago, Cleveland, Washington.

TAIWAN—Mr. W. T. Shen (Bill W. T. Shen), representing Freedom Trading Co., 70 Nan Yang St., Taipei, interested in contacting various manufacturers in the U.S. May 10 via New York for two months c/o Numar Co., 332 W. 21st St., New York 11, N.Y. Itinerary: New York, Pittsburgh, Minneapolis, St. Louis, Houston, Oklahoma City, Los Angeles, San Francisco, Washington, Detroit, Chicago, Dallas.

Hospitals bid date extended by Sudan

The Sudanese Ministry of Works has extended the bid deadline for the supply and assembly of prefabricated hospitals and staff houses from April 16 to May 8. (*International Commerce*, April 1, page 39).

CORRECTION

On page 40 of January 14, 1963 issue of International Commerce it was incorrectly stated that Rexna S. L., Principe 5, Bilbao, Spain deals with canning and preserving fruits, vegetables and seafoods.

The primary interest of this firm is in the representation as agent for canning and bottling machinery and accessory equipment.

New Books and Reports

***A Study of United Kingdom Imports.* By M. Fg. Scott. New York: Cambridge University Press, April 26, 1963. 269pp. $10.50.**

An account of the behavior of merchandise imports into the United Kingdom during the past 50 years, with special emphasis on the years since 1945. It is based principally on a detailed examination of the 4 major groups of imports—food, raw materials, fuels and manufactures.

The book concludes that the demand for certain groups of imports, particularly manufactures, is markedly responsive to price changes, so that exchange rate and tariff adjustments are likely to exert a strong effect on sales to Britain.

The book can be ordered from the American Branch of the Cambridge University Press, 32 East 57th St., New York 22, N.Y.

Lists of publications

Lists of publications by the Organization for Economic Cooperation and Development can be obtained by writing to the OECD Regional Office, Suite 1223, 1346 Connecticut Ave., NW., Washington 6, D.C.

***Overseas Business Reports.* U.S. Dept. of Commerce. Washington, 1963. $18 per year ($12 additional for overseas mailing), 15 cents per copy. Order from any Commerce Field Office of the Supt. of Documents, GPO, Washington 25, D.C.**

Import Tariff System of Nicaragua. OBR 63-18. 2pp. Lists the bases for assessing specific and ad valorem duties; method of payment of duty; customs surtaxes and internal taxes; duties and preferential treatment; shipping documents and fees; and trade restrictions.

Economic Developments in France, 1962. OBR 63-79. 14pp.

Anti-Dumping Legislation in Austria. OBR 63-81. 4pp. A translation of the anti-dumping law of May 23, 1962, by the American Embassy in Vienna. A page of introductory matter introduces the text.

Basic Data on the Economy of Argentina. OBR 63-84. 24pp. Reviews Government policies on private and state ownership, economic planning, fiscal policy, industrial growth, natural resources, finance, foreign trade and marketing.

Preparing Shipments to Angola. OBR 63-85. 6pp. Lists the various shipping documents, licenses and special certificates required to ship to Angola, as well as regulations for labeling, marking and packing goods; customs procedures, fines and penalties; and treatment of abandoned and reexported goods.

Import Tariff System of the Somali Republic. OBR 63-87. 2pp. Contains the same information as the report on Nicaragua, above.

Licensing and Exchange Controls, Libya. OBR 63-88. 4pp. Covers Libya's import controls, regulations on capital transfers, travel allowances, nonresident accounts, and U.S. controls on trade with Libya.

Subscribers to this magazine may obtain without charge a single copy of an Overseas Business Report described in this issue by making a specific written request, including the OBR number, to the Publications Division, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

Such requests must be received not more than 15 days after the publication date of the issue of INTERNATIONAL COMMERCE in which the requested OBR was listed.

***Long Term Projections of Demand for and Supply of Selected Agricultural Commodities, 1960-61 to 1975-76.* National Council of Applied Economic Research, New Delhi. 1962. $3.50.**

This study, sponsored and financed by the U.S. Department of Agriculture, includes commodity surveys of foodgrains, edible oils, cotton, and tobacco. It is presented in 4 parts: (1) long-term perspective; (2) demand projection; (3) supply projection and (4) a review of projections. It includes available information on consumption, income and price elasticities for the commodities covered. Of special interest are short chapters on trends in irrigation and the use of fertilizer for production of various major crops.

***U.S.-Italy Trade Directory (5th ed.).* Published by the Italy-America Chamber of Commerce. New York, 1963. 342 pp. $5.**

The directory contains classified and alphabetical lists of U.S. importers of Italian commodities as well as agents of Italian exporters. It also contains lists of Italian manufacturers represented in the U.S., brand names and U.S. firms with business interests in Italy.

The Directory includes: the full texts of the U.S.-Italy Treaty of Friendship, Commerce and Navigation and the Income Tax Convention, summaries of Italian foreign investment legislation, taxation, tariff and import-export rules.

It can be ordered from the Italy-America Chamber of Commerce offices at 105 Hudson St., New York 13, N.Y.

Quarterly index

The quarterly index of articles appearing in International Commerce during the Jan. 1-March 31 period is now available. Free copies of this index, and previous issues to April, '62, are available upon request to any Department of Commerce Field Office, or the Department's Office of Sales and Distribution, Washington 25, D.C.

***Sales Planning Atlas of the United States and Canada.* Produced in cooperation with Sales Management. 1962. C. S. Hammond & Co., Maplewood, N.J. 160 pp. $3.95.**

Single volume production of market data with state maps and indexes showing counties, county seats, cities and towns over 1,000 population, including tabular breakdown by counties of retail sales and household incomes in the United States. Similar data are compiled and summarized for each province in the Dominion of Canada.

***Sources of Information on American Firms.* 1962. 32pp. 10 cents.**

Lists and describes the principal national directories of U.S. firms, and identifies some of the agencies, associations, trade journals, and other sources that provide business and trade information. Available at Department of Commerce Field Offices or at the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1963—651962/41

Calendar *for international traders*

April

29—Tri-County Export Conference: Clemson College, **Clemson, S.C.** Sponsors: Clemson College Dept. of Industrial Management and Dept. of Commerce's Charleston Field Office.

29-30—16th Annual Ocean Shipping and Foreign Trade Institute, **Washington, D.C.** Sponsor: American U.

30—Piedmont Export Conference, **Greenville, S.C.** Sponsors: Greenville Chamber of Commerce and Dept. of Commerce's Charleston Field Office.

30—Sales and Marketing Executives of Pittsburgh Annual Presidential Dinner, Penn-Sheraton Hotel, **Pittsburgh, Pa.**

30—Modernization Conference, Conrad Hilton Hotel, **Chicago, Ill.** Speaker: Daniel L. Goldy, Administrator, BDSA. Subject: Opening up National and International Markets Through Modernization. Sponsor: American Society of Tool Manufacturers and Engineers.

30—Tulane University Seminar on World Trade, Norman Mayer Commerce Building, **New Orleans, La.** Sponsors: Tulane University, U.S. Department of Commerce Field Office, Regional Export Expansion Council.

30—Foreign Credit Insurance Assn. Workshop. Life Insurance Co., of Georgia, **Atlanta, Ga.** Sponsors: American Institute of Marine Underwriters, Regional Export Expansion Council, Atlanta Field Office of the Dept. of Commerce.

May

1—Foreign Credit Insurance Assn. Workshop, Atlantic Coast Line Railroad Building, **Jacksonville, Fla.** Sponsors: American Institute of Marine Underwriters and the Upper Florida Regional Export Expansion Council.

1—Mid-State Export Conference; Univ. of South Carolina, **Columbia, S.C.** Sponsors: South Carolina U.'s School of Business Administration, and Columbia Chamber of Commerce.

1-3—18th Mississippi Valley World Trade Conference, **New Orleans, La.** Sponsors: U.S. Dept. of Commerce, Regional Export Expansion Council. Speaker: Dr. Jack N. Behrman, Assistant Secretary of Commerce for Domestic and International Business.

2—Monthly Meeting of the Machinery-Metals Export Club. The Advertising Club, **New York, N.Y.**

2-4—Conference on the Economic Development of the Near East. Gaston Hall, Georgetown Univ., **Washington, D.C.** Sponsor: The Middle East Institute.

7—Foreign Credit Interchange Bureau Round Table Conference. Ben Franklin Hall, Advertising Club, **New York, N.Y.**

7—Businessmen's Consultations with the full membership of the Trade Mission to Mexico. **Los Angeles, Cal.** Sponsor: U.S. Dept. of Commerce.

8—Businessmen's Consultations with the full membership of the Trade Mission to Mexico. **Houston, Tex.** Sponsor: U.S. Dept. of Commerce.

9—Businessmen's Consultations with the full membership of the Trade Mission to Mexico. **Dallas, Tex.** Sponsor: U.S. Dept. of Commerce.

9—Export Expansion Conference, **Detroit, Mich.** Sponsors: Engineering Society of Michigan, and the U.S. Dept. of Commerce Detroit Field Office.

9—Foreign Credit Insurance Workshop, International House, **New Orleans, La.** Sponsors: American Institute of Marine Underwriters, and the Louisiana-Mississippi Regional Export Expansion Council.

9—World Trade Dinner opening the 12th Annual Washington State International Trade Fair (May 9-19), **Seattle, Wash.**

9—2nd Annual Export Expansion Seminar and World Trade Day, **Houston, Tex.** Afternoon session on board the N.S. Savannah.

9—Monthly Luncheon Meeting of the International Trade Club of **Chicago, Ill.**

9-10—Western International Trade Group Conference. Ambassador Hotel, **Los Angeles, Calif.** Speaker: Eugene Braderman, Director, Bureau of International Commerce (May 9).

10—Businessmen's Consultations with members of the Trade Mission to Mexico. **Chicago, Ill.** Sponsor: U.S. Dept. of Commerce.

10—Businessmen's Consultations with members of the Trade Mission to Mexico. **New York, N.Y.** Sponsor: U.S. Dept. of Commerce.

13—Worcester Foreign Trade Council Dinner Meeting, **Worcester, Mass.**

14—Foreign Credit Insurance Assn. All-Day Workshop Seminar, Sheraton-Plaza Hotel, **Boston, Mass.** Sponsors: American Institute of Marine Underwriters, Regional Export Expansion Council and U.S. Dept. of Commerce.

14—Springfield Export Sales Managers Assn. Dinner Meeting, **Springfield, Mass.**

14—Profits in Exports Conference, **Hackensack, N.J.** Sponsors: Bergen County Chamber of Commerce, Port of New York Authority, and New York Regional Export Expansion Council.

14—Monthly Luncheon Meeting, International Executives Assn. Hotel Statler Hilton, **New York, N.Y.**

14—Export-Import Meeting of the Appalachian Traffic Club. Ridgefields Country Club, **Kingsport, Tenn.** Subject: Problems in Export Marketing.

15—Profits in Exports Conference. Hotel Hartley, **Mt. Vernon, N.Y.** Sponsors: New York Regional Export Expansion Council and New York Dept. of Commerce.

16—International Trade Assn. of New England, Dinner Meeting, Tiffany's Restaurant, **Boston, Mass.**

16—World Trade Club of **Detroit, Mich.** Annual "World Trader of the Year Award" meeting.

16—Export Expansion Workshop, Roosevelt Hotel, **Jacksonville, Fla.** Sponsor: Southeast Shippers Advisory Board of 7 Southeastern States.

16—Export Expansion Conference, **Jackson, Tenn.** Sponsor: Dept. of Commerce's Memphis Field Office.

17—Special Luncheon Meeting of the Cedar Rapids Chamber of Commerce Foreign Trade Bureau. Hotel Roosevelt, **Cedar Rapids, Iowa.** Subject: Trade Negotiations with the EEC under the 1962 Trade Expansion Act.

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